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File 347:JAPIO Oct 1976-2002/Sep(Updated 030102)

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File 348:EUROPEAN PATENTS 1978-2003/Jan W05

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File 349:PCT FULLTEXT 1979-2002/UB=20030130,UT=20030123

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File 350:Derwent WPIX 1963-2003/UD,UM &UP=200307

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09/603677

Set	Items	Description
S1	30	AU='MUELLER R J' OR AU='MUELLER RAYMOND J'
S2	22	AU='DOUGLAS D' OR AU='DOUGLAS D H' OR AU='DOUGLAS DAVID H'
S3	4	AU='VANLUCHENE A':AU='VANLUCHENE A S'
S4	2	AU='MARRAZZO A':AU='MARRAZZO V'
S5	3	AU='WAHLQUIST S':AU='WAHLQUIST SHANE J'
S6	4	(S1 OR S2 OR S3 OR S4 OR S5) AND SUPPLEMENT?

6/5/1 (Item 1 from file: 348)
DIALOG(R) File 348:EUROPEAN PATENTS
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01357203

METHOD AND APPARATUS FOR SELECTING A SUPPLEMENTAL PRODUCT TO OFFER FOR SALE DURING A TRANSACTION

PROCEDE ET DISPOSITIF PERMETTANT DE SELECTIONNER UN PRODUIT COMPLEMENTAIRE A METTRE EN VENTE AU COURS D'UNE TRANSACTION

PATENT ASSIGNEE:

Walker Digital, LLC, (2966813), Five High Ridge Park, Stamford, CT 09605, (US), (Applicant designated States: all)

INVENTOR:

MUELLER, Raymond, J. , 89 Catbrier Road, Weston, CT 06883, (US)

DOUGLAS, David, H. , 10 McLaren Road South, Darien, CT 06820, (US)

VAN LUCHENE, Andrew, S., 9 Greenwood Place, Norwalk, CT 06854, (US)

MARAZZO, George, M., 44 Overhill Road, Rocky Point, NY 11778-9632, (US)

WAHLQUIST, Shane, J. , 648 Forest Hill Drive, Copell, TX 75019, (US)

PATENT (CC, No, Kind, Date):

WO 200171683 010927

APPLICATION (CC, No, Date): EP 2001922522 010321; WO 2001US9045 010321

PRIORITY (CC, No, Date): US 190818 P 000321; US 603677 000626

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI; LU; MC; NL; PT; SE; TR

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: G07G-001/00; G06F-017/60

LEGAL STATUS (Type, Pub Date, Kind, Text):

Application: 011121 A2 International application. (Art. 158(1))

Application: 011121 A2 International application entering European phase

LANGUAGE (Publication,Procedural,Application): English; English; English

6/5/2 (Item 1 from file: 349)
DIALOG(R) File 349:PCT FULLTEXT
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00838016 **Image available**

METHOD AND APPARATUS FOR SELECTING A SUPPLEMENTAL PRODUCT TO OFFER FOR SALE DURING A TRANSACTION

PROCEDE ET DISPOSITIF PERMETTANT DE SELECTIONNER UN PRODUIT COMPLEMENTAIRE A METTRE EN VENTE AU COURS D'UNE TRANSACTION

Patent Applicant/Assignee:

WALKER DIGITAL LLC, Five High Ridge Park, Stamford, CT 06905, US, US

(Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

MUELLER Raymond J , 89 Catbrier Road, Weston, CT 06883, US, US

(Residence), US (Nationality), (Designated only for: US)

DOUGLAS David H , 10 McLaren Road South, Darien, CT 06820, US, US

(Residence), US (Nationality), (Designated only for: US)

VAN LUCHENE Andrew S, 9 Greenwood Place, Norwalk, CT 06854, US, US

(Residence), US (Nationality), (Designated only for: US)

MARAZZO George M, 44 Overhill Road, Rocky Point, NY 11778-9632, US, US

(Residence), US (Nationality), (Designated only for: US)

WAHLQUIST Shane J , 648 Forest Hill Drive, Copell, TX 75019, US, US

(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

ALDERUCCI Dean P (agent), Walker Digital Corporation, Five High Ridge Park, Stamford, CT 06905, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200171683 A2-A3 20010927 (WO 0171683)

Application: WO 2001US9045 20010321 (PCT/WO US0109045)

Priority Application: US 2000190818 20000321; US 2000603677 20000626

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G07G-001/00

International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 23915

English Abstract

A method and apparatus a user or other customer, controller, point-of-sale terminal, etc. to conduct a transaction for the purchase of one or more products and/or services, during which a **supplemental** product or service to offer a user during a transaction, either in addition to the products and/or services the user is purchasing or as a replacement to one or more of the products and/or services that the user is purchasing. The method may be implemented in retail embodiment where a user is purchasing products and/or services at a cash register or other point-of-sale terminal. The method may also be implemented in a online embodiment where a user is purchasing products and/or services using a computer, terminal, telephone or other client or user device and accessing a World Wide Web site, online catalog, interactive voice response unit or system, etc.

French Abstract

L'invention concerne un procede et un dispositif permettant a un utilisateur ou a un autre client, a une unite de commande, a un terminal point de vente, etc. de diriger une operation d'achat d'un ou de plusieurs produits et/ou services, au cours de laquelle un produit ou un service complementaire est offert a un utilisateur soit en complement des produits et/ou des services que l'utilisateur est en train d'acheter soit en remplacement d'un ou de plusieurs produits et/ou services que l'utilisateur est en train d'acheter. Ce procede peut etre mis en oeuvre dans un contexte de commerce de detail, dans lequel l'utilisateur achete des produits et/ou des services depuis une caisse enregistreuse ou depuis tout autre terminal point de vente. Ce procede peut etre egalement mis en oeuvre dans un contexte de commerce en ligne, dans lequel un utilisateur achete des produits et/ou des services par l'intermediaire d'un ordinateur, d'un terminal, d'un catalogue en ligne, d'un telephone ou de tout autre dispositif client ou utilisateur et via un site Internet, un catalogue en ligne, une unite ou un systeme de reponse vocale interactif, etc.

Legal Status (Type, Date, Text)

Publication 20010927 A2 Without international search report and to be republished upon receipt of that report.

Examination 20011213 Request for preliminary examination prior to end of 19th month from priority date

Search Rpt 20020214 Late publication of international search report

Republication 20020214 A3 With international search report.

6/5/3 (Item 2 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00781899 **Image available**

DYNAMIC PROPAGATION OF PROMOTIONAL INFORMATION IN A NETWORK OF POINT-OF-SALE TERMINALS

DIFFUSION DYNAMIQUE D'INFORMATIONS A CARACTERE PROMOTIONNEL DANS UN RESEAU DE TERMINAUX DE POINTS DE VENTE

Patent Applicant/Assignee:

WALKER DIGITAL LLC, Five High Ridge Park, Stamford, CT 06905, US, US
(Residence), US (Nationality), (For all designated states except: US)
Patent Applicant/Inventor:
WALKER Jay S, 124 Spectacle Lane, Ridgefield, CT 06877, US, US
(Residence), US (Nationality), (Designated only for: US)
MUELLER Raymond J, 89 Catbrier Road, Weston, CT 06883, US, US
(Residence), US (Nationality), (Designated only for: US)
VAN LUCHENE Andrew S, 9 Greenwood Place, Norwalk, CT 06854, US, US
(Residence), US (Nationality), (Designated only for: US)
TEDESCO Daniel E, 49 Kings Highway North, Westport, CT 06880, US, US
(Residence), US (Nationality), (Designated only for: US)
BEMER Keith, 517 E. 75th Street - #2E, New York, NY 10021, US, US
(Residence), US (Nationality), (Designated only for: US)
TULLEY Stephen C, 15 River Place, Stamford, CT 06907, US, US (Residence),
US (Nationality), (Designated only for: US)
ALDERUCCI Dean, 19-8 Prospect Ridge Road, Ridgefield, CT 06877, US, US
(Residence), US (Nationality), (Designated only for: US)
HEIER Jeffrey E, 3 Mountain View Road, Somers, NY 10589, US, US
(Residence), US (Nationality), (Designated only for: US)
RATH Anna, 23232 Town Walk Drive, Hamden, CT 06518, US, US (Residence),
US (Nationality), (Designated only for: US)

Legal Representative:

LEVIN Nathaniel (et al) (agent), Walker Digital Corporation, Intellectual
Property Department, Five High Ridge Park, Stamford, CT 06905, US,
Patent and Priority Information (Country, Number, Date):

Patent: WO 200115033 A2-A3 20010301 (WO 0115033)
Application: WO 2000US19426 20000717 (PCT/WO US0019426)
Priority Application: US 99150630 19990825; US 2000538751 20000330
Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ
DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG
SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

International Patent Class: G07G-001/14

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 18048

English Abstract

A promotional offer is made to customers who engage in transactions at a first point-of-sale (POS) terminal in a network of POS terminals. It is determined whether the offer is successful, and additional POS terminals may be selected to receive data indicative of the offer. The additional POS terminals may be selected before the offer is evaluated at the first POS terminal or may be selected after the evaluation (e.g., based on considerations determined prior to the evaluation). Data setting forth rules for carrying out the offer and one or more messages to be conveyed to customers in making the offer may be transmitted to the selected additional POS terminals. The process of evaluating the offer, selecting additional POS terminals to receive the offer, and transmitting the necessary offer data to the additional POS terminals may be carried out in a central server associated with the POS network, and/or in one or more of the POS terminals.

French Abstract

On fait une offre promotionnelle a des clients qui realisent des transactions au niveau d'un premier terminal de point de vente (POS) dans un reseau de terminaux de POS. On determine si cette offre rencontre un succes, et on peut selectionner des terminaux de POS additionnels

destines a recevoir des donnees indiquant cette offre. On peut selectionner ces terminaux additionnels avant que cette offre n'aie ete evaluee au niveau du premier terminal de POS, ou encore apres cette evaluation (fondee, par exemple, sur des considerations determinees avant cette evaluation). Des donnees formulant des regles permettant de mener a bien cette offre et un ou plusieurs messages a delivrer aux clients a l'occasion de cette offre peuvent etre transmis aux terminaux de POS additionnels selectionnes. Le processus d'evaluation de cette offre, la selection des terminaux de POS additionnels destines a recevoir cette offre, et la transmission des donnees de l'offre necessaires a ces terminaux de POS additionnels peuvent etre effectues dans un serveur central associe au reseau des POS, et/ou dans un ou plusieurs terminaux de POS.

Legal Status (Type, Date, Text)

Publication 20010301 A2 Without international search report and to be republished upon receipt of that report.
 Search Rpt 20010607 Late publication of international search report
 Republication 20010607 A3 With international search report.
 Republication 20010607 A3 Before the expiration of the time limit for amending the claims and to be republished in the event of the receipt of amendments.
 Examination 20010705 Request for preliminary examination prior to end of 19th month from priority date

6/5/4 (Item 1 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014141999 **Image available**

WPI Acc No: 2001-626210/200172

XRPX Acc No: N01-466839

Transaction conduction method in retail stores, involves selecting supplemental products and providing corresponding indication to the customer

Patent Assignee: WALKER DIGITAL LLC (WALK-N)

Inventor: DOUGLAS D H ; MARAZZO G M; MUELLER R J ; VAN LUCHENE A S;
 WAHLQUIST S J

Number of Countries: 094 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200171683	A2	20010927	WO 2001US9045	A	20010321	200172 B
AU 200149313	A	20011003	AU 200149313	A	20010321	200210

Priority Applications (No Type Date): US 2000603677 A 20000626; US 2000190818 P 20000321

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200171683 A2 E 98 G07G-001/00

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200149313 A G07G-001/00 Based on patent WO 200171683

Abstract (Basic): WO 200171683 A2

NOVELTY - Information describing a transaction is received. A **supplemental** product to be offered to customer during transaction, is selected from determined pool of **supplemental** products, after storing the **supplemental** product. An indication of selected **supplemental** product is provided to the customer.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (a) Transaction conducting system;
- (b) Computer readable medium storing transaction conducting program;
- (c) Transaction conducting apparatus;
- (d) Data processing method

USE - For conducting transaction of **supplemental** products and services in retail stores, online transaction system.

ADVANTAGE - Sales is increased for retailer since the retailer can convince a customer to purchase additional or replacement **supplement** product. Customer is benefited by accepting the offer to purchase additional products at lower prices.

DESCRIPTION OF DRAWING(S) - The figure shows the flowchart explaining the transaction conducting method.

pp; 98 DwgNo 1/22

Title Terms: TRANSACTION; CONDUCTING; METHOD; RETAIL; STORAGE; SELECT;
SUPPLEMENTARY ; PRODUCT; CORRESPOND; INDICATE; CUSTOMER

Derwent Class: T01

International Patent Class (Main): G07G-001/00

International Patent Class (Additional): G06F-017/60

File Segment: EPI

File 347:JAPIO Oct 1976-2002/Sep(Updated 030102)

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File 350:Derwent WPIX 1963-2003/UD,UM &UP=200307

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Set Items Description

- S1 966102 TRANSACT? OR DEAL? ? OR DEALING? OR EXCHANG? OR EXECUT? OR PURCHAS? OR BUYING OR BUY OR BOUGHT OR SELL OR SOLD OR SALE OR SHOPP? OR TRADE? ? OR TRADING
- S2 251362 ACCESSORY OR ACCESSORIES OR ATTACHMENT? OR UPGRADE? ? OR (- ADDON? OR ADJUNCT OR ADDED OR ADDITIONAL OR REPLACEMENT OR ADJUVANT? OR ANCILLAR? OR AUXILIAR? OR SUPPLEMENT?)(2N)(PRODUCT? ? OR MERCHANDI? OR GOODS OR WARES OR ITEM? ?)
- S3 664309 RANK? OR RATE? OR PRIORITIZ? OR PRIORITIS? OR (DETERMIN? OR ARRANGE? ? OR ARRANGING OR ASSIGN???) (2W)(LEVEL? ? OR DEGREE? OR EXTENT? OR STRATUM OR STANDING? OR FOOTING? OR STATUS? OR ESHELON? OR HIERARCH? OR GRADE? OR GRADAT? OR TIER?)
- S4 246 S1 AND S2 AND S3
- S5 26 S1 AND (S2(5N)S3)
- S6 34 (S1(5N)S2) AND S3 NOT S5
- S7 15 S4 AND (IC=(G07G-001/00 OR G06F-017/60) OR MC=(T01-E01B OR T01-H07C5E OR T01-J05A OR T01-J05B4P OR T01-S03))
- S8 3 (UPSELL? OR UPSALE? OR UPSOLD)(3N)(PRODUCT? ? OR MERCHANDI? OR GOODS OR WARES OR ITEM? ? OR SERVICE OR SERVICES)

5/5/1 (Item 1 from file: 347)
DIALOG(R) File 347:JAPIO
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07234015 **Image available**
PACHINKO GAME MACHINE

PUB. NO.: 2002-102463 [JP 2002102463 A]
PUBLISHED: April 09, 2002 (20020409)
INVENTOR(s): UCHIGASHIMA TOSHIHIRO
UCHIGASHIMA TAKAHIRO
TATSUMI SHOGO
APPLICANT(s): TAKAO KK
APPL. NO.: 2000-294146 [JP 2000294146]
FILED: September 27, 2000 (20000927)
INTL CLASS: A63F-007/02

ABSTRACT

PROBLEM TO BE SOLVED: To realize a pachinko game machine which can allow players to keep feeling expectation and thrill by creating tensions and a climax in the contents of game even under a low probability of special figures.

SOLUTION: In the probability varying type pachinko machine game 1, passing gates 6a and 6b are arranged to let game balls shot to a playing board 3 pass therethrough, a variable scoring device 7 is adapted to allow a shift from the first position of hindering the entry of game balls to the second position of facilitating the entry thereof depending on the passage of the game balls through the gates 6a and 6b and a special figure display device 5 is provided to display figures exhibiting jackpot or losing by varying special figures when the game balls enter the variable scoring device 7 to execute a special game advantageous for players when jackpot is won while the probability of generating 'jackpot' can be upgraded from a low to high rate. The actions of the passing gates 6a and 6b are validated up to the specified frequency of varying the special figures while the occurrence probability of the jackpot stays at a high or low rate and when the game balls pass through the passing gates 6a and 6b, the variable scoring device 7 is shifted to the second position.

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5/5/2 (Item 2 from file: 347)
DIALOG(R) File 347:JAPIO
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03891709 **Image available**
AREA TYPE FLOWMETER

PUB. NO.: 04-256809 [JP 4256809 A]
PUBLISHED: September 11, 1992 (19920911)
INVENTOR(s): OTANI TAKESHI
APPLICANT(s): RION CO LTD [351624] (A Japanese Company or Corporation), JP (Japan)
APPL. NO.: 03-036583 [JP 9136583]
FILED: February 07, 1991 (19910207)
INTL CLASS: [5] G01F-001/22
JAPIO CLASS: 46.1 (INSTRUMENTATION -- Measurement); 14.2 (ORGANIC CHEMISTRY -- High Polymer Molecular Compounds); 24.1 (CHEMICAL ENGINEERING -- Fluid Transportation)
JOURNAL: Section: P, Section No. 1475, Vol. 17, No. 40, Pg. 71, January 26, 1993 (19930126)

ABSTRACT

PURPOSE: To prevent the occurrence of errors in precision of the measurement of a flow rates caused by attachment of bubbles to the

liquid contact part of an area type flowmeter wherein the liquid contact part is formed of fluoride resin, increase in instability of buoyancy of a float, and narrowing of a flow path.

CONSTITUTION: An etching agent, e.g. Tetraetch (**trade** name), which imparts hydrophilic property is applied on the inner wall of a tapered pipe 1 and the surface of a float 3 of an area type flowmeter. The surface of a liquid contact part becomes easy to get wet with water and becomes hard to attract bubbles.

5/5/3 (Item 3 from file: 347)
DIALOG(R)File 347:JAPIO
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02979578 **Image available**
HUMIDIFYING AND DRYING DEVICE

PUB. NO.: 01-277178 [JP 1277178 A]
PUBLISHED: November 07, 1989 (19891107)
INVENTOR(s): TAKAHASHI SHOJI
APPLICANT(s): M T AKUA KK [000000] (A Japanese Company or Corporation), JP
(Japan)
APPL. NO.: 63-106108 [JP 88106108]
FILED: April 28, 1988 (19880428)
INTL CLASS: [4] F25B-001/00; F26B-021/00
JAPIO CLASS: 24.2 (CHEMICAL ENGINEERING -- Heating & Cooling)
JOURNAL: Section: M, Section No. 927, Vol. 14, No. 49, Pg. 47, January
29, 1990 (19900129)

ABSTRACT

PURPOSE: To raise heat **exchange** rate and increase the capacity of dehumidification and drying, by laying out piping mutually between the refrigerant flowing between a throttle device for a main heat pump refrigerant circuit and a dehumidification heat **exchanger** and the refrigerant flowing between a throttle device for a sub-heat pump and a compressor so that they may be heat- **exchanged** by way of the heat **exchanger** .

CONSTITUTION: A sub-heat pump refrigerant circuit 10 attached to a main heat pump refrigerant circuit 1 allows a mutual piping to be laid out between the refrigerant flowing through a throttle device 4 for the main heat pump refrigerant circuit 1 and a dehumidification heat **exchanger** 5 and the refrigerant flowing through a throttle device 13 for the sub-heat pump refrigerant circuit 10 and a compressor 11 so that they may be heat- **exchanged** by way of a heat **exchanger** 16. This heat **exchanger** 16 is used as a vaporization side-heat **exchanger** 14 for the sub-heat pump refrigerant circuit 10. Passing through a heating side-heat **exchange** 3 for the main heat pump refrigerant circuit, the refrigerant, which is still hot, heat- **exchanges** with the cold refrigerant passing through the throttle device 13 for the sub-heat pump refrigerant circuit 10 where the refrigerant in the main heat pump refrigerant circuit 1 is turned to cold refrigerant and passes through the throttle device 4 and pressure-reduced and transferred to the dehumidification heat **exchanger** 5. This construction makes it possible to increase the vaporizing capacity of refrigerant, raises heat **exchange** rate and upgrade the dehumidification and drying capacity as well.

5/5/4 (Item 4 from file: 347)
DIALOG(R)File 347:JAPIO
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02685208 **Image available**
ADJUSTING METHOD FOR COOLING WATER FLOW RATE IN TURBINE ACCESSORIES

PUB. NO.: 63-302108 [JP 63302108 A]
 PUBLISHED: December 09, 1988 (19881209)
 INVENTOR(s): ONUKI TOSHIO
 APPLICANT(s): TOSHIBA CORP [000307] (A Japanese Company or Corporation), JP
 (Japan)
 APPL. NO.: 62-137664 [JP 87137664]
 FILED: June 02, 1987 (19870602)
 INTL CLASS: [4] F01K-013/02
 JAPIO CLASS: 21.1 (ENGINES & TURBINES, PRIME MOVERS -- Steam)
 JOURNAL: Section: M, Section No. 809, Vol. 13, No. 133, Pg. 128, April
 04, 1989 (19890404)

ABSTRACT

PURPOSE: To enable a control without depending on a pressure control valve by changing the operating pump in number when the delivery pressure of cooling water pumps reaches a specified value in adjusting temperature by controlling the flow rate of cooling water flowing into a part of a plurality of turbine accessories for cooling.

CONSTITUTION: A turbine accessory cooling system includes a plurality of turbine accessory cooling water pumps 1 (1A through 1C), and it also includes a plurality of turbine accessory coolers 2A through 2D for cooling turbine accessories, and a plurality of turbine accessory cooling heat exchangers 3A through 3C performing heat exchange between cooling water, sea water and the like. In this place, a flow rate control device 15 is provided, which controls the flow rate at the delivery side of the pump by switching the operating cooling water pump 1 in number. And when the increase in the delivery pressure of the pump upto a specified one is detected by a pressure detector 16 at the time of normal operations wherein two pumps 1 (the other one is a standby) are operated, the operating pump 1 is so controlled as to be switched from two over to one in number.

5/5/5 (Item 5 from file: 347)

DIALOG(R)File 347:JAPIO

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02307949 **Image available**
 DATA PROCESSING SYSTEM

PUB. NO.: 62-224849 [JP 62224849 A]
 PUBLISHED: October 02, 1987 (19871002)
 INVENTOR(s): NAKADA KUNIHICO
 APPLICANT(s): HITACHI LTD [000510] (A Japanese Company or Corporation), JP
 (Japan)
 APPL. NO.: 61-065687 [JP 8665687]
 FILED: March 26, 1986 (19860326)
 INTL CLASS: [4] G06F-013/28
 JAPIO CLASS: 45.2 (INFORMATION PROCESSING -- Memory Units)
 JAPIO KEYWORD: R131 (INFORMATION PROCESSING -- Microcomputers &
 Microprocessors)
 JOURNAL: Section: P, Section No. 679, Vol. 12, No. 90, Pg. 150, March
 24, 1988 (19880324)

ABSTRACT

PURPOSE: To upgrade the rate of data transfer by providing the second address/ data bus connecting only between an incorporated memory and a direct memory access DMA controller in addition to a main bus, and enabling the supply of consecutive source addresses.

CONSTITUTION: In a single-chip microcomputer, a data transfer (DMAC) control circuit 18 to execute the direct transfer of data between an external peripheral equipment (external memory) 20 and the incorporated memory 12, is provided. Between the circuit 18 and the memory 12, the second address bus 17a and the data bus 17b are provided. Consequently, a destination address can be outputted in parallel with a read data

immediately after the data starts to get on the data bus 7b i.e. before a source address disappears. Furthermore, at the time when the latch of the read data by the circuit 18 ends and the source address comes to be unnecessary, the next source address can immediately be outputted to read out the next transfer data. As a result, data of plural consecutive bytes can be transferred with a high speed.

5/5/6 (Item 6 from file: 347)

DIALOG(R) File 347:JAPIO

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02160077 **Image available**

DRIVING METHOD FOR SOLID-STATE IMAGE PICKUP DEVICE

PUB. NO.: 62-076977 [JP 62076977 A]

PUBLISHED: April 09, 1987 (19870409)

INVENTOR(s): MATSUNAGA MASAYUKI

APPLICANT(s): TOSHIBA CORP [000307] (A Japanese Company or Corporation), JP (Japan)

APPL. NO.: 60-216819 [JP 85216819]

FILED: September 30, 1985 (19850930)

INTL CLASS: [4] H04N-005/335; H01L-027/14

JAPIO CLASS: 44.6 (COMMUNICATION -- Television); 42.2 (ELECTRONICS -- Solid State Components)

JAPIO KEYWORD: R098 (ELECTRONIC MATERIALS -- Charge Transfer Elements, CCD & BBD)

JOURNAL: Section: E, Section No. 538, Vol. 11, No. 277, Pg. 107, September 08, 1987 (19870908)

ABSTRACT

PURPOSE: To widen a dynamic range and to drive with low power consumption by fetching charges sequentially in potential wells with a constant interval and transmitting.

CONSTITUTION: After a charge $Q(\text{sub } 1)$ is fetched in a vertical CCD at a point of time $t(\text{sub } 0)$, the charges $Q(\text{sub } 1).(\text{sub } 2)$ from a $(i+2)$ -th line are fetched in the vertical CCD at a point of time when the transmission of the charges for electrodes (kmn-2m) is **executed**. Accordingly, $(k-1)$ pieces of vacant potential wells are present at all time, and therefore, no harm full influence occur when an overflow happens. That means that the quantity of transmission-allowable charges is increased by k -times in comparison to the interline transmission system, and the dynamic range is widened accordingly. Also, the transmission **rate** needs not to be **upgraded**. Consequently, the image pickup device can be driven with less power consumption.

5/5/7 (Item 7 from file: 347)

DIALOG(R) File 347:JAPIO

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02065993 **Image available**

MAGNETIC BUBBLE MEMORY

PUB. NO.: 61-280093 [JP 61280093 A]

PUBLISHED: December 10, 1986 (19861210)

INVENTOR(s): MIYAWAKI MAMORU

YONEDA HIROSHI

ODA HITOSHI

ONO TAKEO

SASAKI TOYONARI

APPLICANT(s): CANON INC [000100] (A Japanese Company or Corporation), JP (Japan)

APPL. NO.: 60-123058 [JP 85123058]

FILED: June 06, 1985 (19850606)

INTL CLASS: [4] G11C-011/14; G11C-019/08
JAPIO CLASS: 45.2 (INFORMATION PROCESSING -- Memory Units)
JAPIO KEYWORD: R002 (LASERS); R099 (ELECTRONIC MATERIALS -- Single Crystal Ferrite & Magnetic Bubble Element; R131 (INFORMATION PROCESSING -- Microcomputers & Microprocessors)
JOURNAL: Section: P, Section No. 574, Vol. 11, No. 144, Pg. 27, May 12, 1987 (19870512)

ABSTRACT

PURPOSE: To **upgrade** the recording density and transmission **rate** and to decrease the scale of a driving part by rotating a substrate having a magnetic film including magnetic bubbles in a prescribed magnetic field to transfer the magnetic bubbles.

CONSTITUTION: The discoid substrate that has the magnetic garnet monocrystal film 1 is turned. A laser beam, for instance, is condensed on a point 4, and is turned on/off in order to write the magnetic bubble. The reading of the bubble is **executed** in such manner that the laser beam is condensed on the point 4, and the rotation of the polarized surface of the transmitted light or reflected light due to the existence/absence of the magnetic bubble is detected. A rotary magnetic field is generated relatively by turning the substrate that has the recording medium in a uniform magnetic field without using a rotary magnetic field by means of a coil. In result, the transmission rate is remarkably improved.

5/5/8 (Item 8 from file: 347)

DIALOG(R) File 347:JAPIO

(c) 2003 JPO & JAPIO. All rts. reserv.

01333147 **Image available**

HEAT TREATMENT JIG FOR CATHODE RAY TUBE

PUB. NO.: 59-044747 [JP 59044747 A]

PUBLISHED: March 13, 1984 (19840313)

INVENTOR(s): KASHINO KIHACHI
TAKEUCHI TOYOSHI
ISHII ISAO
MURAKAMI TADAYOSHI
IKEDA YASUHIKO

APPLICANT(s): MITSUBISHI ELECTRIC CORP [000601] (A Japanese Company or Corporation), JP (Japan)

APPL. NO.: 57-154250 [JP 82154250]

FILED: September 03, 1982 (19820903)

INTL CLASS: [3] H01J-009/22

JAPIO CLASS: 42.3 (ELECTRONICS -- Electron Tubes); 44.6 (COMMUNICATION -- Television)

JOURNAL: Section: E, Section No. 252, Vol. 08, No. 135, Pg. 50, June 22, 1984 (19840622)

ABSTRACT

PURPOSE: To improve yield **rate** and **upgrade** quality after completion by **executing** heat treatment on panel glass by supporting it with a heat resistant insulator obtained by molding a mixture of mica powder, talc powder, boric acid and zinc oxide under the condition of the high temperature and pressure.

CONSTITUTION: A panel glass 1 is fitted to a heat treatment jig 13 composed of a supporting member 14 and a jig 15 under the condition that a shadow mask 3 is secured to the panel pin 2 planted in the glass 1. The member 14 is constituted with a heat resistant insulator obtained by molding a mixture of mica powder, talc powder, boric acid and zinc oxide under the condition of high temperature and pressure. After forming the phosphor surface 4 by the heat treatment using such a jig 13, additional heat treatment is further performed. At this time, use of member 14 can eliminate possibility of generating damage or crack on the seal surface 1a and side surface 1b of the glass 1. Moreover, yield rate of heat treatment

can also be improved because dust is little generated and excellent electrical characteristic can be obtained

5/5/9 (Item 1 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2003 Thomson Derwent. All rts. reserv.

014656736 **Image available**
WPI Acc No: 2002-477440/200251
XRPX Acc No: N02-377242

Marketing system using internet, estimates goods selling rate and trend for new goods based on purchase , and analysis user's preference based on estimated trend

Patent Assignee: SHENA KK (SHEN-N)
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2002157394	A	20020531	JP 2000352768	A	20001120	200251 B

Priority Applications (No Type Date): JP 2000352768 A 20001120

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2002157394	A		15	G06F-017/60	

Abstract (Basic): JP 2002157394 A

NOVELTY - A market research unit (130) obtains goods information from log data of **purchased** goods in website (110). A **ranking attachment** unit performs **ranking** of goods. A goods selling prediction unit estimates the selling rate of goods, based on **purchase**. A trend prediction unit determines the trend for new goods based on goods selling rate. A user analysis unit analysis user's preference, based on estimated goods trend.

USE - Marketing system using internet.

ADVANTAGE - Enables performing ranking of goods and goods **purchase** rate prediction using log data of goods in website efficiently, hence selling rate of goods is increased.

DESCRIPTION OF DRAWING(S) - The figure shows a block diagram of the market research unit. (Drawing includes non-English language text).

Website (110)

Market research unit (130)

pp; 15 DwgNo 2/15

Title Terms: MARKET; SYSTEM; ESTIMATE; GOODS; **SELL** ; RATE; TREND; NEW; GOODS; BASED; **PURCHASE** ; ANALYSE; USER; PREFER; BASED; ESTIMATE; TREND
Derwent Class: T01
International Patent Class (Main): G06F-017/60
International Patent Class (Additional): G06F-017/14; G06F-017/15
File Segment: EPI

5/5/10 (Item 2 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2003 Thomson Derwent. All rts. reserv.

014628253 **Image available**
WPI Acc No: 2002-448957/200248
XRPX Acc No: N02-353883

Service point addition system for shop, adds goods purchase performance of user with goods purchase performance of introducing person while issuing discount ticket to user

Patent Assignee: HORII N (HORI-I)
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2002117311	A	20020419	JP 2000341134	A	20001004	200248 B

Priority Applications (No Type Date): JP 2000341134 A 20001004

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes
JP 2002117311 A 3 G06F-017/60

Abstract (Basic): JP 2002117311 A

NOVELTY - Goods **purchasing** performance **rate** of the user is **added** with the goods **purchase** performance **rate** of the introducing person at the time of issuing a discount ticket to the user.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is included for **purchase** performance addition system.

USE - Service point addition system for shop.

ADVANTAGE - Promotes goods and service by adding the performance rate of the user and the introducing person.

DESCRIPTION OF DRAWING(S) - The figure shows the profile flowchart of the service point addition system. (Drawing includes non-English language text).

pp; 3 DwgNo 1/1

Title Terms: SERVICE; POINT; ADD; SYSTEM; SHOP; ADD; GOODS; **PURCHASE** ;
PERFORMANCE; USER; GOODS; **PURCHASE** ; PERFORMANCE; INTRODUCING; PERSON;
ISSUE; DISCOUNT; TICKET; USER

Derwent Class: T01; T05

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G07G-001/12

File Segment: EPI

5/5/11 (Item 3 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014324251 **Image available**

WPI Acc No: 2002-144953/200219

XRPX Acc No: N02-109914

Green pepper seedling with two types of lateral branches produced by exchanging upper, lower parts of two pepper varieties by grafting, to produce two graft seedlings having different variety of upper and lower parts

Patent Assignee: NIPPON DEL MONTE KK (NIDM-N)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2001340020	A	20011211	JP 2000163990	A	20000601	200219 B

Priority Applications (No Type Date): JP 2000163990 A 20000601

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes
JP 2001340020 A 10 A01G-001/06

Abstract (Basic): JP 2001340020 A

NOVELTY - Progeny seedlings (S1,S2) of 2 varieties of green pepper with cotyledon and few leaves, are cut between cotyledon and first leaf to provide lower part (S1L,S2L) and upper part (S1U,S2U). S2U of S2 is grafted to S1L, and S1U of S1 is grafted to S2L to produce graft seedlings. During growth, lateral branches generate from both upper and lower parts of graft seedlings, producing twin-type lateral branches.

USE - Producing green pepper seedling with two varieties of lateral branches.

ADVANTAGE - Green pepper seedlings with high **rate** of graft **attachment** are obtained. The seedlings can be raised in a short time. Seedlings with two different kinds of colors, fruits of different size and shape are obtained.

DESCRIPTION OF DRAWING(S) - The figure shows the production method of twin-type lateral branches green pepper seedling. (Drawing includes non-English language text).

pp; 10 DwgNo 1/4
Title Terms: GREEN; PEPPER; SEEDLING; TWO; TYPE; LATERAL; BRANCH; PRODUCE;
EXCHANGE ; UPPER; LOWER; PART; TWO; PEPPER; VARIETY; GRAFT; PRODUCE; TWO;
GRAFT; SEEDLING; VARIETY; UPPER; LOWER; PART
Derwent Class: P13
International Patent Class (Main): A01G-001/06
File Segment: EngPI

5/5/12 (Item 4 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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013499667 **Image available**
WPI Acc No: 2000-671608/200065
XRPX Acc No: N00-497793

Vortex tube with internal regeneration of heat
Patent Assignee: SIGMA-GAZ STOCK CO (SIGM-R)
Inventor: BORISKIN V V; CHUDAKOV B S; GLAZUNOV V D; KHODORKOV I L; KOLYSHEV
V D; LOGINOV D N; POSHERNEV N V
Number of Countries: 001 Number of Patents: 001
Patent Family:
Patent No Kind Date Applicat No Kind Date Week
RU 2151970 C1 20000627 RU 98119137 A 19981021 200065 B

Priority Applications (No Type Date): RU 98119137 A 19981021

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
RU 2151970	C1			F25B-009/04	

Abstract (Basic): RU 2151970 C1

NOVELTY - Heat **exchanger** placed in vortex tube with internal regeneration of heat is companion one connected to vortex tube by pipe-lines to feed and discharge cold and hot gas streams. It is fitted with **attachments** ensuring control over flow **rate** and temperature of circulating stream.

USE - Heat regeneration.

ADVANTAGE - Enlarged application field, realization of various operational conditions. 1 dwg

pp; 0 DwgNo 1/1

Title Terms: VORTEX; TUBE; INTERNAL; REGENERATE; HEAT
Derwent Class: Q75
International Patent Class (Main): F25B-009/04
File Segment: EngPI

5/5/13 (Item 5 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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013256220 **Image available**
WPI Acc No: 2000-428103/200037
XRPX Acc No: N00-319728

Electronic water mark decoding method of image information, involves performing ranking attachment to every bit in the order by taking analogous of mean value of bits regarding all water marks

Patent Assignee: MEGACHIPS KK (MEGA-N)
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2000151968	A	20000530	JP 98314477	A	19981105	200037 B

Priority Applications (No Type Date): JP 98314477 A 19981105

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2000151968	A		13	H04N-001/387	

Abstract (Basic): JP 2000151968 A

NOVELTY - The water mark is extracted based on difference between required spectrum and stored element image. The mean value of bits regarding all water marks is calculated. The **ranking attachment** is performed to every bit in the order by taking analogous of mean value followed by sorting of each bit. Equalization and decoding of water mark are repeated until predetermined conditions are satisfied.

USE - For decoding electronic water mark of image information to perform **purchaser** 's indexing at delivering origin.

ADVANTAGE - Decodes water mark correctly by attaching rank to every bit.

pp; 13 DwgNo 1/17

Title Terms: ELECTRONIC; WATER; MARK; DECODE; METHOD; IMAGE; INFORMATION; PERFORMANCE; RANK; ATTACH; BIT; ORDER; ANALOGOUS; MEAN; VALUE; BIT; WATER; MARK

Derwent Class: P85; U21; W02

International Patent Class (Main): H04N-001/387

International Patent Class (Additional): G09C-005/00; H03M-013/00

File Segment: EPI; EngPI

5/5/14 (Item 6 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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012999617 **Image available**

WPI Acc No: 2000-171469/200015

XRPX Acc No: N00-127391

Consumer data obtaining method in exchange for consumer incentives

Patent Assignee: NEOMEDIA TECHNOLOGIES INC (NEOM-N)

Inventor: HILL J; SPRUILL Q E; ZUIFF I; ZUIFF J

Number of Countries: 086 Number of Patents: 005

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200005668	A1	20000203	WO 99US16266	A	19990723	200015 B
AU 9953175	A	20000214	AU 9953175	A	19990723	200029
BR 9912147	A	20010515	BR 9912147	A	19990723	200130
			WO 99US16266	A	19990723	
EP 1105823	A1	20010613	EP 99938761	A	19990723	200134
			WO 99US16266	A	19990723	
JP 2002521755	W	20020716	WO 99US16266	A	19990723	200261
			JP 2000561575	A	19990723	

Priority Applications (No Type Date): US 9893902 P 19980723

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200005668	A1	E	25	G06F-017/60	
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Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SL SZ UG ZW

AU 9953175	A			G06F-017/60	Based on patent WO 200005668
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BR 9912147	A			G06F-017/30	Based on patent WO 200005668
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EP 1105823	A1	E		G06F-017/60	Based on patent WO 200005668
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Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LI LU MC NL PT SE

JP 2002521755	W		23	G06F-017/60	Based on patent WO 200005668
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Abstract (Basic): WO 200005668 A1

NOVELTY - A machine readable symbol encoded with data regarding item **purchased** is read with an input device and stored in a memory. A program configured to request information associated with **purchase** is **executed**. Machine readable symbol is a barcode symbol imprinted on

tags or item or packing and has access information which allows local computer to automatically connect with remote computer via computer network.

DETAILED DESCRIPTION - The consumer is provided with reward incentives such as permission to play a game on computer, access certain content associated with item **purchased** or gift coupons to obtain **additional goods** and services at a discount **rate**, in **exchange** for inputting requested information. The data regarding item **purchased** comprises product designation, size and color of item. An INDEPENDENT CLAIM is also included for a system for obtaining data regarding **purchase** of item by consumer.

USE - For **exchange** of consumer incentives in return for consumer data via internet.

ADVANTAGE - The method provides comprehensive and accurate information on consumer and **purchased** products in cost effective manner and also ensures customer loyalty.

DESCRIPTION OF DRAWING(S) - The figure shows an apparatus for obtaining consumer data in **exchange** for consumer incentives.

pp; 25 DwgNo 1/6

Title Terms: CONSUME; DATA; OBTAIN; METHOD; **EXCHANGE** ; CONSUME

Derwent Class: T01; T04; T05

International Patent Class (Main): G06F-017/30; G06F-017/60

International Patent Class (Additional): G06F-015/00; G06F-015/24;

G06F-015/26; G06F-017/00

File Segment: EPI

5/5/15 (Item 7 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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012791283 **Image available**

WPI Acc No: 1999-597510/199951

XRPX Acc No: N99-441787

Account settlement processing apparatus used in on-line deposit or withdrawal transaction processing system - has account settlement processor that performs account settlement process when compatible grade data from process grade determining unit and user account settlement capability determining unit are obtained

Patent Assignee: JIP KK (JIPJ-N); KOYO SANGYO YG (KOYO-N)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 11261719	A	19990924	JP 9862912	A	19980313	199951 B

Priority Applications (No Type Date): JP 9862912 A 19980313

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 11261719	A		17	H04M-011/00	

Abstract (Basic): JP 11261719 A

NOVELTY - After comparing the grade data from a process grade determining unit (32) and a user account settlement capability determining unit (30) and compatible data are determined, an account settlement processor (39) performs an account settlement process determination and outputs its process results. DETAILED DESCRIPTION - The account settlement processing apparatus performs account settlement processing through a telephone switching processor (24) based on the account settlement command from a telephone with screen (20). The process grade **determining** unit performs **grade attachment** corresponding to the content of the required account settlement process through the telephone. The user account settlement capability determining unit determines the user account settlement capability with reference to the user ID processed by a user ID authentication unit (29). An enquiry unit (25) confirms the account settlement process command on the screen of the telephone based on the grade data from the

process grade determining unit and grade data from the user account settlement capability determining unit. An INDEPENDENT CLAIMS is also included for the account settlement processing using a computer or telephone apparatus.

USE - Used in on-line deposit or withdrawal transaction processing system.

ADVANTAGE - Ensures reliable and safe grade evaluation of various account settlement processing, thus achieving enlarged utilization range of electronic account settlement processing. Ensures intelligible image and information for delivering processing results. DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of the account settlement processing apparatus. (20) Telephone with screen; (24) Telephone switching processor; (25) Enquiry unit; (29) User ID authentication unit; (30) User account settlement capability determining unit; (32) Process grade determining unit; (39) Account settlement processor.

Dwg.2/15

Title Terms: ACCOUNT; SETTLE; PROCESS; APPARATUS; ON-LINE; DEPOSIT; WITHDRAW; **TRANSACTION** ; PROCESS; SYSTEM; ACCOUNT; SETTLE; PROCESSOR; PERFORMANCE; ACCOUNT; SETTLE; PROCESS; COMPATIBLE; GRADE; DATA; PROCESS; GRADE; DETERMINE; UNIT; USER; ACCOUNT; SETTLE; CAPABLE; DETERMINE; UNIT; OBTAIN

Derwent Class: T05; W01

International Patent Class (Main): H04M-011/00

International Patent Class (Additional): G06K-017/00; G07F-007/08;

G07G-001/14; H04M-003/42

File Segment: EPI

5/5/16 (Item 8 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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012253432 **Image available**

WPI Acc No: 1999-059539/199905

Related WPI Acc No: 1997-457102; 1998-041592

XRPX Acc No: N99-044356

Disk array system for computer - has allocation changer for exchanging physical address of faulty disk unit with auxiliary disk unit and replaces auxiliary unit with normal disk unit

Patent Assignee: FUJITSU LTD (FUIT)

Inventor: MORITA H

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 5848229	A	19981208	US 93133441	A	19931006	199905 B
			US 96582721	A	19960104	

Priority Applications (No Type Date): JP 92269827 A 19921008; JP 92269822 A 19921008; JP 92269825 A 19921008

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
US 5848229	A	55	G06F-011/00	Div ex application US 93133441

Abstract (Basic): US 5848229 A

The system includes a disk array (46) comprising six disk units (32-1 - 32-6), where the disk unit (32-6) is assigned as auxiliary disk unit. An ID management table (138) stores table data used in relating logical ID of disk unit to be accessed, which is specified in processing request (134) from host (18). A disk allocator (136) refers the ID management table and allocates particular disk unit and sends a setup request for the allocated disk unit.

When setup completed reply is received, an access processor (140) performs read or write operation according to the processing request. When a disk unit fails to reply, an allocation changer (142) **exchanges** physical address of faulty disk unit with the auxiliary disk unit. When normal disk unit is replaced for faulty unit, the allocation

changer designates the normal disk unit as new auxiliary disk unit.

ADVANTAGE - Improves accessibility and **upgrades** data transfer rate . Reduces processing time considerably. Minimises deterioration of processing performance due to data restoration.

Dwg.23/42

Title Terms: DISC; ARRAY; SYSTEM; COMPUTER; ALLOCATE; CHANGE; **EXCHANGE** ; PHYSICAL; ADDRESS; FAULT; DISC; UNIT; AUXILIARY; DISC; UNIT; REPLACE; AUXILIARY; UNIT; NORMAL; DISC; UNIT

Derwent Class: T01

International Patent Class (Main): G06F-011/00

File Segment: EPI

5/5/17 (Item 9 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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012090028 **Image available**

WPI Acc No: 1998-506939/199843

Related WPI Acc No: 2002-112998

XRPX Acc No: N98-395139

Method of upgrading software application from upgrade package files in server - scans upgrade database table when client docks to determine status of up grade with respect to client,copies upgrade to client if client has not received upgrade

Patent Assignee: SIEBEL SYSTEMS INC (SIEB-N)

Inventor: SCHWARTZ D C; WANDLESS D

Number of Countries: 081 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 9840805	A2	19980917	WO 98US3572	A	19980224	199843 B
AU 9863367	A	19980929	AU 9863367	A	19980224	199906

Priority Applications (No Type Date): US 9740534 A 19970227

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
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WO 9840805	A2	E	48	G06F-000/00
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Designated States (National): AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GE GH GW HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG US UZ VN YU ZW

Designated States (Regional): AT BE CH DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SZ UG ZW

AU 9863367	A	G06F-013/00	Based on patent WO 9840805
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Abstract (Basic): WO 9840805 A

The method creates a copy of the upgrade package files on the server (1) and creates an upgrade database table on the server. A pointer is created in the client's (21) file on the server pointing to the upgrade package files on the server. The upgrade is made active.

The upgrade database table is scanned when a client docks to **determine** the **status** of an **upgrade** with respect to the client. The upgrade is copied to a client if the client has not received the upgrade. The upgrade is invoked at the client at the beginning of a client session or the end of one or at the client's option or the server's option.

USE - For providing updates to network of partially replicated relational database systems and for computing visibility to client on network of **transaction** processed against database.

ADVANTAGE -Degree of replication can easily changed without requiring refresh of entire replicated database and permits updates to be co-ordinated among users of central database and users of partially replicated database.

Dwg.1/8

Title Terms: METHOD; UPGRADING; SOFTWARE; APPLY; UPGRADING; PACKAGE; FILE; SERVE; SCAN; UPGRADING; DATABASE; TABLE; CLIENT; DOCK; DETERMINE; STATUS;

UP; GRADE; RESPECT; CLIENT; COPY; UPGRADING; CLIENT; CLIENT; RECEIVE;
UPGRADING

Derwent Class: T01

International Patent Class (Main): G06F-000/00; G06F-013/00

File Segment: EPI

5/5/18 (Item 10 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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011699665 **Image available**

WPI Acc No: 1998-116575/199811

XRPX Acc No: N98-093487

Income estimate supplementation and calculator system for wholesale industry - includes calculation unit to compute income estimate supplementation amount of money based on data stored in sales data file and master file

Patent Assignee: NEC SOFTWARE KYUSHU LTD (KYUN)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 10003502	A	19980106	JP 96153642	A	19960614	199811 B

Priority Applications (No Type Date): JP 96153642 A 19960614

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 10003502	A	7	G06F-019/00	

Abstract (Basic): JP 10003502 A

The system uses a sales data file (1) where the information about the prime cost and sale cost of the goods are stored. An income estimate supplementation master file (3) gives the rate of income estimate supplementation for every goods .

A calculation unit (2) calculates the estimated income on the goods. The bill is displayed on a display unit (9) and printed out using a printer (10).

ADVANTAGE - Computes automatically without any manual assistance. Reduces time for calculation.

Dwg.1/3

Title Terms: INCOME; ESTIMATE; CALCULATE; SYSTEM; INDUSTRIAL; CALCULATE; UNIT; COMPUTATION; INCOME; ESTIMATE; AMOUNT; MONEY; BASED; DATA; STORAGE; SALE ; DATA; FILE; MASTER; FILE

Derwent Class: T01; T05

International Patent Class (Main): G06F-019/00

International Patent Class (Additional): G07G-001/12

File Segment: EPI

5/5/19 (Item 11 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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009571423 **Image available**

WPI Acc No: 1993-264971/199333

XRPX Acc No: N93-203133

Disc rotational position controlling for cached peripheral - exchanging records of data between serial channel or attachment circuit with any device via rate -changing buffer and placing copy of each record in cache

Patent Assignee: INT BUSINESS MACHINES CORP (IBMC)

Inventor: AYRES K J; BEARDSLEY B C; BELLO K A; BENHASE M T; NORDAHL D M; WILSEY R E

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
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Priority Applications (No Type Date): US 90576044 A 19900831

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes
US 5235692 A 18 G06F-009/00

Abstract (Basic): US 5235692 A

The cached DASD peripheral subsystem operation method involves having a rate-changing buffer is interposed between the channel attachment for the host processor and the DASD, preferably having a storage capacity for one full DASD track of data. The rotational position for the data records being transferred in either direction, i.e. write or read, are kept in the rate-changing buffer to be kept with the record being transferred through the rate-changing buffer.

Each time the peripheral subsystem supplies ending status to the host processor and all records to be transferred are retentively stored in DASD, a record control field and the rotational position of the last record transferred in a chain of commands being transferred the rotational position of such last record, its type, and other control data are stored in a control store separate from any cache directory or track directory in cache. Such rotational position and type indicating information for the last record transferred is used for switching the modes of operation of the peripheral subsystem, error recovery, and for accommodating channel initiated retries.

USE/ADVANTAGE - for controlling channel operations in cached peripheral subsystem e.g. disk storage. Improves operation with serial channel and with high performance DASD. Reduces time each subsystem uses channel connections for enhancing channel utilisation, thus increases productivity of entire data processing system.

Dwg.1/14

Title Terms: DISC; ROTATING; POSITION; CONTROL; PERIPHERAL; **EXCHANGE** ;
RECORD; DATA; SERIAL; CHANNEL; ATTACH; CIRCUIT; DEVICE; RATE; CHANGE;
BUFFER; PLACE; COPY; RECORD; CACHE

Index Terms/Additional Words: DISC

Derwent Class: T01

International Patent Class (Main): G06F-009/00

International Patent Class (Additional): G06F-012/08; G06F-013/00

File Segment: EPI

5/5/20 (Item 12 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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009365146 **Image available**

WPI Acc No: 1993-058625/199307

XPX Acc No: N93-044712

Retro-fitted elastomeric mounting for three-piece railroad car trucks - has added shims, specialised elastomer contouring and graded thickeners of elastomer layers with high shape factor

Patent Assignee: LORD CORP (LORD); BUCKSBEE J H (BUCK-I)

Inventor: BUCKSBEE J H

Number of Countries: 023 Number of Patents: 011

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 9301962	A1	19930204	WO 92US6214	A	19920723	199307 B
AU 9224421	A	19930223	AU 9224421	A	19920723	199324
US 5237933	A	19930824	US 91735593	A	19910725	199335
EP 596044	A1	19940511	EP 92918481	A	19920723	199419
			WO 92US6214	A	19920723	
BR 9206305	A	19940802	BR 926305	A	19920723	199436
			WO 92US6214	A	19920723	
AU 656500	B	19950202	AU 9224421	A	19920723	199513
EP 596044	A4	19940608	EP 92918481	A		199531
EP 596044	B1	19960501	EP 92918481	A	19920723	199622

			WO 92US6214	A	19920723	
DE 69210401	E	19960605	DE 610401	A	19920723	199628
			EP 92918481	A	19920723	
			WO 92US6214	A	19920723	
RU 2082638	C1	19970627	WO 92US6214	A	19920723	199805
			RU 9416180	A	19920723	
CA 2114120	C	20001031	CA 2114120	A	19920723	200060
			WO 92US6214	A	19920723	

Priority Applications (No Type Date): US 91735593 A 19910725

Cited Patents: US 2299560; US 3134585; US 3381629; US 3897736; US 4413569;

US 4416203; US 4655143; US 2282161; US 3638582; US 5009521

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 9301962	A1	E	20	B61F-005/30	
Designated States (National): AU BR CA CS HU PL RO RU					
Designated States (Regional): AT BE CH DE DK ES FR GB GR IT LU MC NL SE					
AU 9224421	A			B61F-005/30	Based on patent WO 9301962
US 5237933	A		12	B61F-005/26	
EP 596044	A1	E		B61F-005/30	Based on patent WO 9301962
Designated States (Regional): DE FR GB					
BR 9206305	A			B61F-005/30	Based on patent WO 9301962
AU 656500	B			B61F-005/30	Previous Publ. patent AU 9224421
Based on patent WO 9301962					
EP 596044	A4			B61F-005/30	
EP 596044	B1	E	16	B61F-005/30	Based on patent WO 9301962
Designated States (Regional): DE FR GB					
DE 69210401	E			B61F-005/30	Based on patent EP 596044
Based on patent WO 9301962					
RU 2082638	C1		11	B61F-005/30	
CA 2114120	C	E		B61F-005/30	Based on patent WO 9301962

Abstract (Basic): WO 9301962 A

The mounting (18) is placed between the side frame pedestal jaw roof (22) and the axle box or axle bearing adapter crown (20). The mounting minimised compression induced edge strains resulting from cocking motions imposed on the mounting during railroad car braking and rocking.

Shims (28) are added, and specialised elastomer contouring along with graded thicknesses of the elastomeric layers is provided. Combined with the layers high shape factor, these allow the compression induced edge strains to be significantly reduced and the ratio of cocking stiffness to shear stiffness can be increased.

USE/ADVANTAGE - Minor modification for the bogie fitting can be very simply **executed** in the field. Large increase in service life. Shear spring **rate**, **attachment** features and truck ride height are unchanged.

Dwg.2/6

Title Terms: RETRO; FIT; ELASTOMER; MOUNT; THREE; PIECE; RAILWAY; CAR; TRUCK; ADD; SHIM; SPECIAL; ELASTOMER; CONTOUR; GRADE; THICKEN; ELASTOMER; LAYER; HIGH; SHAPE; FACTOR

Derwent Class: Q21

International Patent Class (Main): B61F-005/26; B61F-005/30

File Segment: EngPI

5/5/21 (Item 13 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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008393159

WPI Acc No: 1990-280160/199037

XRAM Acc No: C90-121074

Appts. for forming fresh water from sea water - comprises evaporating and heat exchange section completely sepd. from each other

Patent Assignee: KAWANAMI S (KAWA-I)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2198682	A	19900807	JP 8917558	A	19890130	199037 B

Priority Applications (No Type Date): JP 8917558 A 19890130

Abstract (Basic): JP 2198682 A

Appts. for obtg. fresh water from sea water comprises evaporating and heat **exchange** section completely sepd. from each other, and evaporating cartridge in evaporating section. Evaporating cartridge is composed of numerous planar evaporating surfaces made of porous material having course surface, and is partially immersed into sea water so that sea water is sucked up and quietly evaporated from wide evaporating surfaces without splashing water. Obtd. steam is sucked and compressed by blower, and used as heat source for heat **exchange** section.

Heat **exchange** section is so controlled that temp. of hot water fed to evaporating section may not exceeds boiling temp.. Large amts. of hot water is circulated through evaporating section so that evaporating section may receive sufficient amt. of heat from heat **exchanger**. **Attachment** of scale is prevented, flow **rate** is increased, and boiling is suppressed by mixing sea water to hot water and passing resultant mixt. through heat **exchanger**, if necessary, under pressure.

ADVANTAGE - Heat transmission coefficient can be increased. (6pp

Dwg.No.0/5

Title Terms: APPARATUS; FORMING; FRESH; WATER; SEA; WATER; COMPRISE;

EVAPORATION; HEAT; **EXCHANGE**; SECTION; COMPLETE; SEPARATE

Derwent Class: D15

International Patent Class (Additional): C02F-001/04

File Segment: CPI

5/5/22 (Item 14 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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008091835

WPI Acc No: 1989-356947/198949

Accessory to two- rate watt hour meter - has cylindrical casing with exchangeable **switching coil** with handling protrusions, inserted on **central core** NoAbstract

Patent Assignee: GRUNTORAD P (GRUN-I)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
CS 8708169	A	19891013				198949 B

Priority Applications (No Type Date): CS 878169 A 19871116

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
CS 8708169	A	5		

Title Terms: ACCESSORY; TWO; RATE; WATT; HOUR; METER; CYLINDER; CASING;

EXCHANGE; SWITCH; COIL; HANDLE; PROTRUDE; INSERT; CENTRAL; CORE;

NOABSTRACT

Derwent Class: S01

International Patent Class (Additional): G01R-011/57

File Segment: EPI

5/5/23 (Item 15 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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003069151

WPI Acc No: 1981-G9189D/198130

Adjustable jet pump - has two regulating valves and removable nozzle attachment in passive medium feeding pipe

Patent Assignee: LITH CIVIL ENG (LICI-R)

Inventor: SHALKYAVIC B

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
SU 775409	B	19801110				198130 B

Priority Applications (No Type Date): SU 2627741 A 19780612

Abstract (Basic): SU 775409 B

Wider range of control of jet pump is achieved with a removable nozzle attachment for the pipe feeding the passive medium. The inputs of the attachment and of the active nozzle (3) feature regulating valves (8,9).

The active medium ejected by nozzles (3) entrains the passive medium fed by pipe (1) into mixing chamber (5). The flow kinetic energy is concerted into a potential energy in diffuser (6) while **exchange** of jet (4) in nozzle (3) and of the nozzle **attachment** (7) sets the flow **rate**. Final adjustment is provided by the valves (8,9). Bul. 40/30.10.80.

Title Terms: ADJUST; JET; PUMP; TWO; REGULATE; VALVE; REMOVE; NOZZLE; ATTACH; PASSIVE; MEDIUM; FEED; PIPE

Derwent Class: Q56

International Patent Class (Additional): F04F-005/02

File Segment: EngPI

5/5/24 (Item 16 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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002297639

WPI Acc No: 1980-A4071C/198002

Ice-skate with blade in body - has boot platforms on struts, and non-uniform thickness heat insulation layers at side of blade above rib

Patent Assignee: BALAKIN V A (BALA-I)

Inventor: DUKHOVSKII E A; SILIN A A

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
SU 659159	A	19790430				198002 B

Priority Applications (No Type Date): SU 2406917 A 19761001

Abstract (Basic): SU 659159 A

Skate comprises a blade fixed in a body, and platforms for **attachment** to the boot. To increase **rate** of slip, it has beat insulating layers of uneven thickness applied to the side surface of the blade above its rib. These layers are thicker at the front than at the back. They are made of epoxy resin or fluoroplast emulsion. Their thickness at the front is 2-10 times that at the back.

The skate comprises blase (2) and platform (3) with boot struts (4) in body (1). On the sides of the blade, above ribs (5), are insulating layers (6).

The lubricating film of water is more even since loss from heat **exchange** between the blade and the surroundings is reduced. The uneven thickness compensates for the heat arising between the blade and the ice by friction, which increases towards the rear of the blade.

Title Terms: ICE; SKATE; BLADE; BODY; BOOT; PLATFORM; STRUT; NON; UNIFORM; THICK; HEAT; INSULATE; LAYER; SIDE; BLADE; ABOVE; RIB

Derwent Class: P36

International Patent Class (Additional): A63C-001/30

File Segment: EngPI

5/5/25 (Item 17 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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002033631

WPI Acc No: 1978-46675A/197826

Controlling shrinkage of ion exchange membrane for electrolyser - by wetting ion- exchange membrane with an aq. soln. of alkali metal acetate, e.g. potassium acetate prior to attachment

Patent Assignee: TOKUYAMA SODA KK (TOKU)

Number of Countries: 001 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 53056172	A	19780522				197826 B
JP 84010435	B	19840308				198414

Priority Applications (No Type Date): JP 76131235 A 19761102

Abstract (Basic): JP 53056172 A

An ion- **exchange** membrane exhibiting >1% elongation in H2O or aq. soln. is attached to an electrolysing vessel, esp. in the electrolysis of aq. soln. of alkali metal halide or in the electrode reaction of organic cpd. etc. The improvement comprises wetting the ion- **exchange** membrane with an aq. soln. of an alkali metal acetate, e.g. K acetate etc. prior to the **attachment**, so that the elongation **rate** of the membrane is maintained under a constant value over a long period without shrinkage. It may be contained in a liquor an ion e.g. Na+ and/or Cl- ion (in the case of the concn. or the electrolysis of NaCl soln.) together with the alkali metal acetate to further maintain the ion- **exchange** membrane under a state in use.

Title Terms: CONTROL; SHRINK; ION; **EXCHANGE**; MEMBRANE; ELECTROLYTIC; WET; ION; **EXCHANGE**; MEMBRANE; AQUEOUS; SOLUTION; ALKALI; METAL; ACETATE; POTASSIUM; ACETATE; PRIOR; ATTACH

Derwent Class: E36; J03; X25

International Patent Class (Additional): C08J-005/22; C25B-001/46; C25B-013/08

File Segment: CPI; EPI

5/5/26 (Item 18 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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001879137

WPI Acc No: 1978-A8366A/197804

Multicycle turbine engine using Brayton cycle - has compressor driven independently by exhaust heat powered Rankine turbine

Patent Assignee: HYDRAGON CORP (HYDR-N)

Inventor: EARNEST E R

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 4067189	A	19780110				197804 B

Priority Applications (No Type Date): US 74532747 A 19741216

Abstract (Basic): US 4067189 A

The engine is constructed in modules. One module consists primarily of a single stage Brayton turbine, with an output gearing system, and a coaxial extension containing an inter cycle heat **exchanger**. A second module comprises a single stage Rankine turbine and a single stage compressor driven thereby for supplying air to the Brayton turbine, a feed pump for the Rankine fluid interposed between the **Ranking** turbine and the compressor, and **accessory** devices driven by the

Rankine turbine for starting the engine.

The second module has its axis perpendicular to the axis of the first mentioned module. A condenser-regenerator module is disposed in a plane perpendicular to the axis of the second module and parallel to the axis of the first-mentioned module. A burner and air supply unit extends between the first and second modules parallel to the condenser-regenerator module

Title Terms: MULTICYCLE; TURBINE; ENGINE; BRAYTON; CYCLE; COMPRESSOR; DRIVE
; INDEPENDENT; EXHAUST; HEAT; POWER; RANKINE; TURBINE

Derwent Class: Q52

International Patent Class (Additional): F02C-007/02

File Segment: EngPI

6/TI,PR/1 (Item 1 from file: 347)
DIALOG(R)File 347:(c) 2003 JPO & JAPIO. All rts. reserv.

WALKING BEAM

APPL. NO.: 11-100953 [JP 99100953]
FILED: April 08, 1999 (19990408)

6/TI,PR/2 (Item 2 from file: 347)
DIALOG(R)File 347:(c) 2003 JPO & JAPIO. All rts. reserv.

ROLL MARK AT THE TIME OF COLD-ROLLING STAINLESS STEEL STRIP FOR
BA-FINISHING

APPL. NO.: 10-067661 [JP 9867661]
FILED: March 04, 1998 (19980304)

6/TI,PR/3 (Item 3 from file: 347)
DIALOG(R)File 347:(c) 2003 JPO & JAPIO. All rts. reserv.

UPC DEVICE AND CONVERGENCE CONTROLLING METHOD AND DEVICE

APPL. NO.: 09-039475 [JP 9739475]
FILED: February 24, 1997 (19970224)

6/TI,PR/4 (Item 4 from file: 347)
DIALOG(R)File 347:(c) 2003 JPO & JAPIO. All rts. reserv.

AIR CONDITIONING HEAT EXCHANGER

APPL. NO.: 04-323459 [JP 92323459]
FILED: December 02, 1992 (19921202)

6/TI,PR/5 (Item 5 from file: 347)
DIALOG(R)File 347:(c) 2003 JPO & JAPIO. All rts. reserv.

PRODUCTION CONTROL WORKER SUPPORTING DISPLAY SYSTEM IN PLANT

APPL. NO.: 63-144197 [JP 88144197]
FILED: June 10, 1988 (19880610)

6/TI,PR/6 (Item 6 from file: 347)
DIALOG(R)File 347:(c) 2003 JPO & JAPIO. All rts. reserv.

DEVICE FOR FEEDING AND EJECTING WORK TO AND OUT OF PRESS MACHINE

APPL. NO.: 60-159786 [JP 85159786]
FILED: July 19, 1985 (19850719)

6/TI,PR/7 (Item 7 from file: 347)
DIALOG(R)File 347:(c) 2003 JPO & JAPIO. All rts. reserv.

WATER HEATER

APPL. NO.: 59-224353 [JP 84224353]
FILED: October 25, 1984 (19841025)

6/TI,PR/8 (Item 8 from file: 347)
DIALOG(R)File 347:(c) 2003 JPO & JAPIO. All rts. reserv.

EXPOSER FOR COLOR PICTURE TUBE

APPL. NO.: 54-162767 [JP 79162767]
FILED: December 17, 1979 (19791217)

6/TI,PR/9 (Item 1 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Impeller-type water supply meter has indicator which is detachable with respect to register box
Priority Applications (No Type Date): JP 2001109084 A 20010406

6/TI,PR/10 (Item 2 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Electric power feeder for glass melting furnace, has fixed terminal attached to furnace mounting stand, and movable terminal attached integrally to glass melting furnace
Priority Applications (No Type Date): JP 2000342107 A 20001109

6/TI,PR/11 (Item 3 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Commercial transaction management method in internet, involves providing site for browsing commercial transaction situation based on environmental numerical value stored in database
Priority Applications (No Type Date): JP 2000367542 A 20001201

6/TI,PR/12 (Item 4 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Extended surface area heat exchanger element production for texturing machine, involves forming helical pattern of grooves on inner surface and outer surface of tube simultaneously
Priority Applications (No Type Date): US 2000234458 P 20000921; US 2001902870 A 20010710

6/TI,PR/13 (Item 5 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Attachment structure for heat exchanger tube in metallurgical furnaces, has fire-proof filler in the form of powder, granular or fiber packed inside space between U-shaped heat exchanger tube and refractories
Priority Applications (No Type Date): JP 9990132 A 19990330

6/TI,PR/14 (Item 6 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Plate heat exchanger for e.g. refrigerator, has one side with water inlet port, which is shorter than another side with coolant inlet port and water exit
Priority Applications (No Type Date): JP 9941901 A 19990219

6/TI,PR/15 (Item 7 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Moisture curable composition for use as hot melt pressure sensitive adhesives e.g. food labels comprises polyurethane prepolymer consisting

of polyol and polyfunctional isocyanate
Priority Applications (No Type Date): US 2000488261 A 20000120; US 99116503
P 19990120

6/TI,PR/16 (Item 8 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Heat exchange pipe attachment structure, has accommodation groove with one side wall higher than the other so that deformation of one side wall causes more than half circumference of pipe to be received in groove
Priority Applications (No Type Date): JP 98330690 A 19981120

6/TI,PR/17 (Item 9 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Ankle prosthesis for connecting to a prosthetic foot, comprises a pivot element disposed between and coupling the first and second elements
Priority Applications (No Type Date): NZ 331354 A 19980811

6/TI,PR/18 (Item 10 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Computer aided sales management apparatus used in department store, increases purchasing amount for each time new purchasing amount is added, upto preset time, to determine rate of point of sale of goods
Priority Applications (No Type Date): JP 98166103 A 19980529

6/TI,PR/19 (Item 11 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Customer management system for e.g. shopping center - calculates service point which should be provided to customer from point of sale terminal, when customer performs goods transaction using magnetic recording medium
Priority Applications (No Type Date): JP 97209364 A 19970804

6/TI,PR/20 (Item 12 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Cross-flow gas to gas heat exchanger for heat recovery in coal fired and crude petroleum burning boiler - supports lower end of heat exchanger tube with lower condenser tube plate made of fluoroplastic sheet having degree of freedom in tube axial direction
Priority Applications (No Type Date): JP 97281157 A 19970930

6/TI,PR/21 (Item 13 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Display and storage system for large commercial sales items using limited ground space - has products such as motor vehicles stored vertically and delivered individually to presentation area as required
Priority Applications (No Type Date): DE 1023600 A 19970605

6/TI,PR/22 (Item 14 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Heat exchanger with waffle type cross fin for e.g. air conditioner - has flat section provided between seat for heat exchange tube attachment, and fin front end
Priority Applications (No Type Date): JP 96332215 A 19961212

6/TI,PR/23 (Item 15 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Rate sensor mounting apparatus for spacecraft used in
communication/broadcasting satellite - mounts rate sensor to space
craft such that clamp faces of rate sensor corresponds to clamp faces
of space craft
Priority Applications (No Type Date): JP 96167533 A 19960627

6/TI,PR/24 (Item 16 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Composite membrane for facilitated transport processes - comprises
continuous perfluoro ion exchange polymer layer swollen with hydrophilic
liq. in laminar attachment to expanded PTFE film
Priority Applications (No Type Date): US 90608907 A 19901105

6/TI,PR/25 (Item 17 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Copolymer beads for conversion to gel-type ion-exchange resins - having
improved osmotic and mechanical properties are prepd. by sequential
suspension polymerisation of mono and poly-unsatd. monomers
Priority Applications (No Type Date): US 8744543 A 19870501

6/TI,PR/26 (Item 18 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Cleaning fluid dispenser and applicator - includes tube for extended and
directed delivery and placement of fluid on surface to be cleaned
Priority Applications (No Type Date): US 88224714 A 19880727

6/TI,PR/27 (Item 19 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Part turnover attachment for automatic machine tool - is stored in tool
changing mechanism, supported by rotatable spindle and controlled by
programmable device
Priority Applications (No Type Date): US 84681906 A 19841214

6/TI,PR/28 (Item 20 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Weak base macroporous anion exchange resin - sulphate
Priority Applications (No Type Date): US 84586164 A 19840305

6/TI,PR/29 (Item 21 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Crude fractions boiling point monitor - uses additional heat exchanger
with two concentric tube to cool heavy residue before droplets forming
Priority Applications (No Type Date): SU 3656737 A 19830729

6/TI,PR/30 (Item 22 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Multiple spray head - with valve seating, supporting ring, and jet

converter formed as single unit
Priority Applications (No Type Date): DE 3239009 A 19821021

6/TI,PR/31 (Item 23 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Deflector for use in heat-exchange unit - limits flow of coolant between tubes and shell and comprises corrugated leaf with rounded ends attached to tubes
Priority Applications (No Type Date): SU 3231179 A 19810105

6/TI,PR/32 (Item 24 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Accessory equipment for central telecommunication exchange - has extra, rapid scanning counter for recognising empty e.g. time expired storage positions
Priority Applications (No Type Date): DE 3011850 A 19800327; DE 754404 A 19800327

6/TI,PR/33 (Item 25 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Laboratory extractor - provided with a gas-lift to increase the extraction rate
Priority Applications (No Type Date): SU 1493554 A 19701120

6/TI,PR/34 (Item 26 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Reduction of contaminant radioactivity deposition rate - - in reactor circuits
Priority Applications (No Type Date): DE 2050152 A 19701013

6/5/21 (Item 13 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2003 Thomson Derwent. All rts. reserv.

012240596 **Image available**
WPI Acc No: 1999-046703/199905
XRPX Acc No: N99-034014

Display and storage system for large commercial sales items using limited ground space - has products such as motor vehicles stored vertically and delivered individually to presentation area as required

Patent Assignee: PAUSCH H D (PAUS-I)

Inventor: PAUSCH H D

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
DE 19723600	A1	19981217	DE 1023600	A	19970605	199905 B

Priority Applications (No Type Date): DE 1023600 A 19970605

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
DE 19723600	A1		8	E04H-014/00	

Abstract (Basic): DE 19723600 A

The sales and presentation unit has a suitably equipped ground floor arena for the display of an individual item and, covering a smaller ground area, a vertically **arranged** multi-level storage unit with hoists to deliver items to the presentation platform.

The presentation arena is fitted with a platform (24) and lighting, address and visual displays to set off a large item (22) for **trade** purposes. **Additional items** (12) are held behind the arena at various levels in a multi-storey storage facility (10) and each may be individually lowered and conveyed to the presentation platform.

USE - For the display of multiple large sales items such as motor vehicles.

ADVANTAGE - Ground space used is limited, reducing cost of storing large numbers of large items, especially in inner city sites.

Dwg.3/5

Title Terms: DISPLAY; STORAGE; SYSTEM; COMMERCIAL; SALE; ITEM; LIMIT; GROUND; SPACE; PRODUCT; MOTOR; VEHICLE; STORAGE; VERTICAL; DELIVER; INDIVIDUAL; PRESENT; AREA; REQUIRE

Derwent Class: Q35; Q46; X25

International Patent Class (Main): E04H-014/00

International Patent Class (Additional): B65G-001/04

File Segment: EPI; EngPI

7/5/1 (Item 1 from file: 347)
DIALOG(R)File 347:JAPIO
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07334604 **Image available**
METHOD FOR COLLECTING DESIGN SPECIFICATION INFORMATION USING COMMUNICATION
MEANS OF INTERNET OR THE LIKE

PUB. NO.: 2002-203093 [JP 2002203093 A]
PUBLISHED: July 19, 2002 (20020719)
INVENTOR(s): SUGIMURA KAZUHIKO
APPLICANT(s): SUGIMURA KAZUHIKO
APPL. NO.: 2000-400196 [JP 2000400196]
FILED: December 28, 2000 (20001228)
INTL CLASS: G06F-017/60

ABSTRACT

PROBLEM TO BE SOLVED: To provide a method which allows **dealing** with design specification information relating to a number of manufacturing or sales companies and many architects or designers, and knowing similar design specification information that has not been able to know in a conventional party confirmation.

SOLUTION: The manufacturing or sales companies are invited by using a communications means of the Internet, etc., and promoted to input information of the product which each company sells. The inputted product information is published on the home page to introduce the product. The invited architects or designers are promoted to input the information being designed and designated. The inputted design specification information of the **product** is **added** up every fixed period of time. The design specification information with regard to the product and the design is reported to the manufacturing or sales company of the product and to the architect, respectively. The design specification information is added up to be reported to the invited information recipient, thereby obtaining information which is edited and arranged into **ranking** totalization information according to product lines and architects.

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7/5/2 (Item 2 from file: 347)
DIALOG(R)File 347:JAPIO
(c) 2003 JPO & JAPIO. All rts. reserv.

06621834 **Image available**
CASH REGISTER

PUB. NO.: 2000-207645 [JP 2000207645 A]
PUBLISHED: July 28, 2000 (20000728)
INVENTOR(s): MATSUI AKIHIRO
SHIOZAKI YOICHI
APPLICANT(s): FUJITSU GENERAL LTD
APPL. NO.: 11-011368 [JP 9911368]
FILED: January 20, 1999 (19990120)
INTL CLASS: G07G-001/12; G07G-001/00 ; G11C-016/02

ABSTRACT

PROBLEM TO BE SOLVED: To provide a means which prevents wrongful acts.

SOLUTION: In a cash register like a FISCAL machine, operations such as input of the amount of money and calculation of takings and tax **rates** are performed by firmware written in a PROM 1. At the time of write of program data to the PROM 1 and **attachment** to the cash register, data bus lines D0 and D1 and data bus lines D4 and D5 of the PROM 1 are **exchanged** and connected. Thus, bits 1 and 0 of program data of firmware are changed to bits 0 and 1 of the PROM by order **exchange**. Bits 4 and 5 of program data

are changed to bits 5 and 4 of the PROM by order **exchange** . Then, the cash register is not normally operated if program data of firmware in the PROM are altered by a normal means.

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7/5/3 (Item 3 from file: 347)
DIALOG(R)File 347:JAPIO
(c) 2003 JPO & JAPIO. All rts. reserv.

06057196 **Image available**
REAL ESTATE INFORMATION MANAGING SYSTEM

PUB. NO.: 10-340296 [JP 10340296 A]
PUBLISHED: December 22, 1998 (19981222)
INVENTOR(s): KOMURA TETSUO
APPLICANT(s): MISAWA HOMES CO LTD [328036] (A Japanese Company or Corporation), JP (Japan)
APPL. NO.: 09-149765 [JP 97149765]
FILED: June 06, 1997 (19970606)
INTL CLASS: [6] G06F-017/60
JAPIO CLASS: 45.4 (INFORMATION PROCESSING -- Computer Applications)

ABSTRACT

PROBLEM TO BE SOLVED: To provide a real estate data retrieval system that can easily recognize how much degree the item of the real estate book on an article requiring real estate information is mentioned.

SOLUTION: '1' is an R organization and it is supplied from real estate agents 2, 2,... The content of the degree of an 'explanation of important item' is added to real estate evaluation which a building estate dealing manager generates and it is taken in as real estate primary information. A prescribed judgement group supplements primary information and outputs real estate secondary information based on the 'real estate book' of a judged result. Then, real estate primary data and real estate secondary data are stored in a data base DB in a real estate synthesis center C. CPU 4 supplies the 'real estate books' which are integrated from the real estate agents 2, 2,... and accumulated in the real estate data base DB to the real estate agents 2, 2,... and consumers 3, 3,... through an input/output device 5. '6' is an arithmetic circuit and it integrates supplemented number of filled items in the 'real estate book', the integrated value is divided by the number of items in the whole 'real estate books' so as to obtain a sufficiency rate .

7/5/4 (Item 1 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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014694443 **Image available**
WPI Acc No: 2002-515147/200255
XRPX Acc No: N02-408013

Commercial transaction management method in internet, involves providing site for browsing commercial transaction situation based on environmental numerical value stored in database

Patent Assignee: FINE KK (FINE-N); KAJIMA CORP (KAJI)
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2002170040	A	20020614	JP 2000367542	A	20001201	200255 B

Priority Applications (No Type Date): JP 2000367542 A 20001201

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2002170040	A		13	G06F-017/60	

Abstract (Basic): JP 2002170040 A

NOVELTY - A database stores the commercial **transaction** situation of goods using environmental numerical value of goods. When the goods are **traded**, the environmental numerical value of **goods** is **added** and the database is updated. A site is established for browsing commercial **transaction** situation based on the updated environmental numerical value.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is included for commercial **transaction** management device.

USE - For managing commercial **transactions** of goods in internet.

ADVANTAGE - The distribution cost of the environmental goods is increased and the **rate** of popularization of the goods is increased. The management device with safety, responsiveness and stability is built.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of the commercial **transaction** management device. (Drawing includes non-English language text).

pp; 13 DwgNo 1/13

Title Terms: COMMERCIAL; **TRANSACTION**; MANAGEMENT; METHOD; SITE; COMMERCIAL; **TRANSACTION**; SITUATE; BASED; ENVIRONMENT; NUMERIC; VALUE; STORAGE; DATABASE

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

7/5/5 (Item 2 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014656736 **Image available**

WPI Acc No: 2002-477440/200251

XRPX Acc No: N02-377242

Marketing system using internet, estimates goods selling rate and trend for new goods based on purchase, and analysis user's preference based on estimated trend

Patent Assignee: SHENA KK (SHEN-N)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2002157394	A	20020531	JP 2000352768	A	20001120	200251 B

Priority Applications (No Type Date): JP 2000352768 A 20001120

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2002157394	A		15	G06F-017/60	

Abstract (Basic): JP 2002157394 A

NOVELTY - A market research unit (130) obtains goods information from log data of **purchased** goods in website (110). A **ranking attachment** unit performs **ranking** of goods. A goods selling prediction unit estimates the selling **rate** of goods, based on **purchase**. A trend prediction unit determines the trend for new goods based on goods selling **rate**. A user analysis unit analysis user's preference, based on estimated goods trend.

USE - Marketing system using internet.

ADVANTAGE - Enables performing **ranking** of goods and goods **purchase rate** prediction using log data of goods in website efficiently, hence selling **rate** of goods is increased.

DESCRIPTION OF DRAWING(S) - The figure shows a block diagram of the market research unit. (Drawing includes non-English language text).

Website (110)

Market research unit (130)

pp; 15 DwgNo 2/15

Title Terms: MARKET; SYSTEM; ESTIMATE; GOODS; **SELL**; **RATE**; TREND; NEW;

GOODS; BASED; **PURCHASE** ; ANALYSE; USER; PREFER; BASED; ESTIMATE; TREND
Derwent Class: T01
International Patent Class (Main): **G06F-017/60**
International Patent Class (Additional): G06F-017/14; G06F-017/15
File Segment: EPI

7/5/6 (Item 3 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2003 Thomson Derwent. All rts. reserv.

014628253 **Image available**
WPI Acc No: 2002-448957/200248
XRPX Acc No: N02-353883

Service point addition system for shop, adds goods purchase performance of user with goods purchase performance of introducing person while issuing discount ticket to user

Patent Assignee: HORII N (HORI-I)
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2002117311	A	20020419	JP 2000341134	A	20001004	200248 B

Priority Applications (No Type Date): JP 2000341134 A 20001004

Patent Details:
Patent No Kind Lan Pg Main IPC Filing Notes
JP 2002117311 A 3 G06F-017/60

Abstract (Basic): JP 2002117311 A

NOVELTY - Goods **purchasing** performance **rate** of the user is **added** with the **goods purchase** performance **rate** of the introducing person at the time of issuing a discount ticket to the user.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is included for **purchase** performance addition system.

USE - Service point addition system for shop.

ADVANTAGE - Promotes goods and service by adding the performance **rate** of the user and the introducing person.

DESCRIPTION OF DRAWING(S) - The figure shows the profile flowchart of the service point addition system. (Drawing includes non-English language text).

pp; 3 DwgNo 1/1

Title Terms: SERVICE; POINT; ADD; SYSTEM; SHOP; ADD; GOODS; **PURCHASE** ; PERFORMANCE; USER; GOODS; **PURCHASE** ; PERFORMANCE; INTRODUCING; PERSON; ISSUE; DISCOUNT; TICKET; USER

Derwent Class: T01; T05
International Patent Class (Main): **G06F-017/60**
International Patent Class (Additional): G07G-001/12
File Segment: EPI

7/5/7 (Item 4 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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014528940 **Image available**
WPI Acc No: 2002-349643/200238

Method for arranging interesting items and displayer of cyber stock exchange system

Patent Assignee: YANG J C (YANG-I); YANG Y C (YANG-I)
Inventor: YANG J C; YANG Y C
Number of Countries: 001 Number of Patents: 001

Patent Family:
Patent No Kind Date Applicat No Kind Date Week
KR 2001107783 A 20011207 KR 200129546 A 20010528 200238 B

Priority Applications (No Type Date): KR 200029116 A 20000529

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes
KR 2001107783 A 1 G06F-017/60

Abstract (Basic): KR 2001107783 A

NOVELTY - A method for arranging interesting items and a displayer of cyber stock **exchange** system are provided to arrange user's interesting items according to stock rising energy, and to display the result to the user automatically.

DETAILED DESCRIPTION - An emulator, a PDA, or a web browser is installed in plural client PCs(10(1)-10(N)) so that the client PCs(10(1)-10(N)) can **execute** cyber stock **exchange** through communication network(20). The client PCs(10(1)-10(N)) are connected to a main server(30) by **executing** the emulator or the web browser. If a user selects an arranging menu on interesting items screen, the client PCs(10(1)-10(N)) transmit item code data of stock items registered in interesting items to the main server(30) through communication network(20). Then, the client PCs(10(1)-10(N)) receive additional rising point of upper limit value **items**, **additional** declining point of lower limit value items, and **rank** number operation result from the main server(30), and display them on interesting items screen. Communication network(20) connects the plural client PCs(10(1)-10(N)) with the main server(20) of each stock company. If item code data of stock items are inputted by the user selecting the arranging button on interesting items screen, the main server(20) operates additional rising point of upper limit value **items**, **additional** declining point of lower limit value items, and **rank** number of items by a preset operation program, and transmits points and **rank** number operation result to the client PCs(10(1)-10(N)).

pp; 1 DwgNo 1/10

Title Terms: METHOD; ARRANGE; INTEREST; ITEM; STOCK; **EXCHANGE** ; SYSTEM

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

7/5/8 (Item 5 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014457832 **Image available**

WPI Acc No: 2002-278535/200232

Method for processing charge information of ordered goods based on electronic store of internet

Patent Assignee: MERCHANT SYSTEMS INT INC (MERC-N)

Inventor: KIM H S

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
KR 2001103305	A	20011123	KR 200024670	A	20000509	200232 B

Priority Applications (No Type Date): KR 200024670 A 20000509

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes
KR 2001103305 A 1 G06F-017/60

Abstract (Basic): KR 2001103305 A

NOVELTY - A method for processing charge information of ordered goods based on an electronic store of Internet is provided to notify of total charges including a charge for delivering ordered products, and increase a coefficient of utilization of an electronic store.

DETAILED DESCRIPTION - An electronic store(12) has product information and price information, and has charge information according to delivery of ordered products. A product order sheet which is made out by a product **purchaser** (11) is received. Names of products, number

of products, area delivered and means for delivery are collected based on particulars of the product order sheet. Weight of the ordered **products** is **added**. A total weight of the ordered products, the area delivered and the delivery charge are obtained. A total charge which is attained by adding the calculated delivery charge to the price of the ordered products is transferred to the **purchaser**. When a company is selected to deliver the ordered products, the delivery charge is calculated according to charge **rates** of the company and transferred to the user.

pp; 1 DwgNo 1/10

Title Terms: METHOD; PROCESS; CHARGE; INFORMATION; ORDER; GOODS; BASED; ELECTRONIC; STORAGE

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

7/5/9 (Item 6 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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014385705 **Image available**

WPI Acc No: 2002-206408/200226

XRFX Acc No: N02-157199

Proxy broker system for online stock trading searches for information on capital and substitute investors with upgrading or downgrading according to return on investment

Patent Assignee: IHM K (IHMK-I); IHM K P (IHMK-I)

Inventor: IHM K P; IHM K

Number of Countries: 096 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200213083	A1	20020214	WO 2001KR1342	A	20010807	200226 B
AU 200177791	A	20020218	AU 200177791	A	20010807	200244
KR 2002012691	A	20020220	KR 200045863	A	20000808	200257

Priority Applications (No Type Date): KR 200045863 A 20000808

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200213083 A1 E 34 G06F-017/60

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200177791 A G06F-017/60 Based on patent WO 200213083

KR 2002012691 A G06F-017/60

Abstract (Basic): WO 200213083 A1

NOVELTY - A customer is registered as a capital investor or a substitute investor and a web page shows stock related news, stock prices and **ranking** Return On Investment (ROI). A substitute investor is selected and investment capital is wired to the investors. The customer ID and password are input to enable **trade** of stocks etc., the investor ROI is calculated, he can **upgrade** or downgrade if the increment passes an upper limit or falls below a lower limit.

USE - System is for stock **exchange** via a substitute investor in cyberspace.

ADVANTAGE - System enables proxy **trading**.

DESCRIPTION OF DRAWING(S) - The figure shows a flow chart of the stock **exchange** method.

pp; 34 DwgNo 4/13

Title Terms: SYSTEM; STOCK; **TRADE**; SEARCH; INFORMATION; CAPITAL;

SUBSTITUTE; UPGRADING; ACCORD; RETURN; INVESTMENT

Derwent Class: T01

International Patent Class (Main): G06F-017/60
File Segment: EPI

7/5/10 (Item 7 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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014366081

WPI Acc No: 2002-186782/200224

Business method for determining reference purchase and sale cost of all kinds of used equipment of seller over using database

Patent Assignee: UNIEQUIPMENT (UNIE-N)

Inventor: JI J S

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
KR 2001094918	A	20011103	KR 200018345	A	20000407	200224 B

Priority Applications (No Type Date): KR 200018345 A 20000407

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
KR 2001094918	A		G06F-017/60	

Abstract (Basic): KR 2001094918 A

NOVELTY - A business method is provided to give profit to a seller and **purchaser** by **purchasing** and selling used equipment at a suitable cost in seller and **purchaser** view points.

DETAILED DESCRIPTION - An internet center includes a special database server computer and a fire wall. A database center classifies equipment of respective independent area by kinds. The database center analyzes a tested market price to determined a basic cost **rate** in order to determine a cost **rate** according to a usage period and a market circumstance. A data transmitting center transmits data at real time by an investigator which investigates a market cost in an offline. A network of a data support center analyzes the data from the data transmitting center to **upgrade** a cost variable. An equipment master can recognizes a reference cost of used equipment which the equipment master has.

DwgNo 0/0

Title Terms: BUSINESS; METHOD; DETERMINE; REFERENCE; **PURCHASE** ; **SALE** ; COST; KIND; EQUIPMENT; DATABASE

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

7/5/11 (Item 8 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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013534194 **Image available**

WPI Acc No: 2001-018400/200103

XRPX Acc No: N01-014043

Facilitating upgrading of microcode on computer system, in which user checks status of microcode in computer system by invoking software tool to collate details of current microcode level and associated system configuration information

Patent Assignee: INT BUSINESS MACHINES CORP (IBMC)

Inventor: ASCO A; WHYTE B D

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
GB 2346986	A	20000823	GB 993727	A	19990219	200103 B

Priority Applications (No Type Date): GB 993727 A 19990219

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes
GB 2346986 A 14 G06F-009/24

Abstract (Basic): GB 2346986 A

NOVELTY - A software tool is **executed** on the computer system, to **determine** the **level** of the current microcode on the system. The information (504) on the current microcode level and associated system configuration information is sent automatically to a remote system (506) where the microcode level and communication information are checked against a database (508).

DETAILED DESCRIPTION - The method for facilitating the upgrading of microcode on a computer system involves **determining** the current **level** of microcode on the system and associated system configuration information, and sending the information on the current microcode level and associated system configuration information to a remote computer system connected for communication to the local system. The current microcode level and configuration information I checked at the remote system, against a database associated with the remote system. Upon determination that the current microcode level is not the latest level, the user of the computer system is notified that a more recent level is available, and the more recent microcode level is transmitted for storage on the computer system. INDEPENDENT CLAIMS are included for; an apparatus for facilitating automated upgrading of microcode on a data processing system connected for communication with a remote computer system; a computer program product storing code for facilitating the **upgrade** of microcode on a processing system.

USE - Providing automatic **upgrade** of microcode on a computer system connected to a remote system.

ADVANTAGE - Location of most recent microcode **upgrades** can be managed remotely without the user having to know the exact web address of the link to the latest version, and that the **upgrade** is automatically assured of being the latest version.

DESCRIPTION OF DRAWING(S) - The drawing shows a flow diagram of the microcode **upgrade** process of the preferred embodiment of the invention.

pp; 14 DwgNo 3/3

Title Terms: FACILITATE; UPGRADING; COMPUTER; SYSTEM; USER; CHECK; STATUS; COMPUTER; SYSTEM; INVOKE; SOFTWARE; TOOL; COLLATE; DETAIL; CURRENT; LEVEL; ASSOCIATE; SYSTEM; CONFIGURATION; INFORMATION

Derwent Class: T01

International Patent Class (Main): G06F-009/24

International Patent Class (Additional): G06F-009/445

File Segment: EPI

7/5/12 (Item 9 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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013166930 **Image available**

WPI Acc No: 2000-338803/200029

Related WPI Acc No: 2002-179158; 2002-216125

XRPX Acc No: N00-254335

Recommending e.g. book, compact disc, video disc etc to on-line user of E-commerce by accessing data structure that identifies corresponding set or similar item for combining set of similar items to generate set of additional items

Patent Assignee: AMAZON.COM (AMAZ-N); BENSON E A (BENS-I); JACOBI J A

(JACO-I); LINDEN G D (LIND-I); AMAZON.COM INC (AMAZ-N)

Inventor: BENSON E A; JACOBI J A; LINDEN G D

Number of Countries: 088 Number of Patents: 004

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200017793	A1	20000330	WO 99US21108	A	19990913	200029 B
AU 9961447	A	20000410	AU 9961447	A	19990913	200035

US 20010021914 A1 20010913 US 98156237 A 19980918 200155
US 2001850263 A 20010507
US 6317722 B1 20011113 US 98156237 A 19980918 200173

Priority Applications (No Type Date): US 98156237 A 19980918; US 2001850263 A 20010507

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200017793 A1 E 36 G06F-017/60

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN
CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP
KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG
SI SK SL TJ TM TR TT UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW NL OA PT SD SE SL SZ UG ZW

AU 9961447 A G06F-017/60 Based on patent WO 200017793

US 20010021914 A1 G06F-017/60 Cont of application US 98156237

US 6317722 B1 G06F-017/60

Abstract (Basic): WO 200017793 A1

NOVELTY - A computer system provides a user access to a database of items, and electronic **shopping** carts that allows users to interactively select and hold items from the database for prospective **purchase**. Some of the items of the set of **additional items** are presented to the user as recommendations. The set of **additional items** is generated by combining the sets of similar items.

DETAILED DESCRIPTION - The corresponding set of similar items is identified by accessing the data structure for each item. A recommendation process generates personal recommendations for the user that has an electronic **shopping** cart by identifying predetermined items from one of the groups of items that are currently in the user's **shopping** cart, items that are **purchased** from the **shopping** cart, and items that are removed from the **shopping** cart without being **purchased**. A data structure maps items from the database to sets of similar items from the database. An INDEPENDENT CLAIM is also included for a recommending method for item e.g. book, compact disc, video disc to on-line user of electronic commerce system.

USE - For recommending item e.g. book, compact disc, video disc to on-line user of electronic commerce system.

ADVANTAGE - Generates recommendations without the need for the user, or any other user, to **rate** items. Identifies recommended items using a previously generated table or other mapping structure which maps individual items to lists of similar items. Allows user to create multiple **shopping** carts under a single account.

DESCRIPTION OF DRAWING(S) - The figure shows a web site which implements a recommendation service, showing the flow of information between components.

pp; 36 DwgNo 1/7

Title Terms: BOOK; COMPACT; DISC; VIDEO; DISC; LINE; USER; ACCESS; DATA; STRUCTURE; IDENTIFY; CORRESPOND; SET; SIMILAR; ITEM; COMBINATION; SET; SIMILAR; ITEM; GENERATE; SET; ADD; ITEM

Derwent Class: T01

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G06F-015/173; G06F-017/00;

H04H-001/00; H04K-001/00

File Segment: EPI

7/5/13 (Item 10 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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012999617 **Image available**

WPI Acc No: 2000-171469/200015

XRPX Acc No: N00-127391

Consumer data obtaining method in exchange for consumer incentives

Patent Assignee: NEOMEDIA TECHNOLOGIES INC (NEOM-N)

Inventor: HILL J; SPRUILL Q E; ZUIFF I; ZUIFF J

Number of Countries: 086 Number of Patents: 005

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200005668	A1	20000203	WO 99US16266	A	19990723	200015 B
AU 9953175	A	20000214	AU 9953175	A	19990723	200029
BR 9912147	A	20010515	BR 9912147	A	19990723	200130
			WO 99US16266	A	19990723	
EP 1105823	A1	20010613	EP 99938761	A	19990723	200134
			WO 99US16266	A	19990723	
JP 2002521755	W	20020716	WO 99US16266	A	19990723	200261
			JP 2000561575	A	19990723	

Priority Applications (No Type Date): US 9893902 P 19980723

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200005668	A1	E	25	G06F-017/60	
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Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN
CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK
SL TJ TM TR TT UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW NL OA PT SD SE SL SZ UG ZW

AU 9953175	A		G06F-017/60	Based on patent WO 200005668
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BR 9912147	A		G06F-017/30	Based on patent WO 200005668
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EP 1105823	A1	E	G06F-017/60	Based on patent WO 200005668
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Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LI
LU MC NL PT SE

JP 2002521755	W		23	G06F-017/60	Based on patent WO 200005668
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Abstract (Basic): WO 200005668 A1

NOVELTY - A machine readable symbol encoded with data regarding item **purchased** is read with an input device and stored in a memory. A program configured to request information associated with **purchase** is **executed**. Machine readable symbol is a barcode symbol imprinted on tags or item or packing and has access information which allows local computer to automatically connect with remote computer via computer network.

DETAILED DESCRIPTION - The consumer is provided with reward incentives such as permission to play a game on computer, access certain content associated with item **purchased** or gift coupons to obtain **additional goods** and services at a discount **rate**, in **exchange** for inputting requested information. The data regarding item **purchased** comprises product designation, size and color of item. An INDEPENDENT CLAIM is also included for a system for obtaining data regarding **purchase** of item by consumer.

USE - For **exchange** of consumer incentives in return for consumer data via internet.

ADVANTAGE - The method provides comprehensive and accurate information on consumer and **purchased** products in cost effective manner and also ensures customer loyalty.

DESCRIPTION OF DRAWING(S) - The figure shows an apparatus for obtaining consumer data in **exchange** for consumer incentives.

pp; 25 DwgNo 1/6

Title Terms: CONSUME; DATA; OBTAIN; METHOD; **EXCHANGE**; CONSUME

Derwent Class: T01; T04; T05

International Patent Class (Main): G06F-017/30; **G06F-017/60**

International Patent Class (Additional): G06F-015/00; G06F-015/24;

G06F-015/26; G06F-017/00

File Segment: EPI

7/5/14 (Item 11 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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012512139 ****Image available****

WPI Acc No: 1999-318245/199927

XRPX Acc No: N99-238467

Customer management system for e.g. shopping center - calculates service point which should be provided to customer from point of sale terminal, when customer performs goods transaction using magnetic recording medium

Patent Assignee: SEIBU HYAKKATEN KK (SEIB-N)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 11110650	A	19990423	JP 98220225	A	19980804	199927 B

Priority Applications (No Type Date): JP 97209364 A 19970804

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 11110650	A	17	G07G-001/12	

Abstract (Basic): JP 11110650 A

NOVELTY - The service point which should be provided to a customer is calculated from a point of **sale** (POS) terminal, when the customer performs an goods **transaction** using a magnetic recording medium.
DETAILED DESCRIPTION - The service point is calculated depending on the service **rank** which defines the **transaction** information with a center information processor when the amount of **transactions** are **added**. The **goods transaction** is performed when the magnetic recording medium is issued to the center information processor. The center information processor stores the service **rank** when the network connection of a magnetic recording medium issue machine and the POS terminal is performed with the center information processor, and the magnetic recording medium is issued to the customer with the magnetic recording medium issue machine. An INDEPENDENT CLAIM is also included for a magnetic recording medium.

USE - For e.g. **shopping** center.

ADVANTAGE - Enables performing special and individual services. Enables increasing profits. Enables storing the information about the remaining balance of a customer only in a center information processor. Enables updating the remainder of the balance and the service point. Prevents inaccurate usage of the magnetic card since an incorrect useable balance or useable service point is not written in the magnetic card. DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of the customer management system.

Dwg.1/5

Title Terms: CUSTOMER; MANAGEMENT; SYSTEM; **SHOPPING** ; CALCULATE; SERVICE; POINT; CUSTOMER; POINT; **SALE** ; TERMINAL; CUSTOMER; PERFORMANCE; GOODS; **TRANSACTION** ; MAGNETIC; RECORD; MEDIUM

Derwent Class: T01; T05

International Patent Class (Main): G07G-001/12

International Patent Class (Additional): **G06F-017/60**

File Segment: EPI

7/5/15 (Item 12 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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010081911 ****Image available****

WPI Acc No: 1994-349624/199443

XRPX Acc No: N94-274201

Automated procurement system e.g for requests for purchase and purchase orders - supplies global data from database for use by buyer for decision-making, and uses global data contg. supplier rankings

Patent Assignee: TEXAS INSTR INC (TEXI)

Inventor: MATHIS A L; SHOQUIST K M; WITHERS B W; YOUNG G C

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 5361199	A	19941101	US 90560942	A	19900731	199443 B

Priority Applications (No Type Date): US 90560942 A 19900731

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
US 5361199	A	33	G06F-015/20	

Abstract (Basic): US 5361199 A

A buyer workstation is in communication with a main-frame database that stores global data relevant to procurement documents and reports. The workstation is programmed with an interactive buyer interface that displays procurement documents, provides support data to aid in decision-making, and provides various document **attachments**.

ADVANTAGE - Simulates paper trails of procurement, including **attachments**, approvals and retention requirements. Data is up-loaded and downloaded to and from mainframe and workstation in manner that is transparent to buyer. Combines advantage of database capacity using mainframe computers and those of user-interfacing using workstations. Paper flow used in procurement is greatly reduced.

Dwg.21/22

Title Terms: AUTOMATIC; SYSTEM; REQUEST; **PURCHASE** ; **PURCHASE** ; ORDER; SUPPLY; GLOBE; DATA; DATABASE; **BUY** ; DECIDE; GLOBE; DATA; CONTAIN; SUPPLY

Derwent Class: T01

International Patent Class (Main): G06F-015/20

File Segment: EPI

8/5/1 (Item 1 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2003 Thomson Derwent. All rts. reserv.

014686735 **Image available**
WPI Acc No: 2002-507439/200254
Related WPI Acc No: 1999-590883
XRPX Acc No: N02-401558

Goods or services offer providing method in electronic commerce, involves determining upsell item for transaction based on identity of goods or service of purchased primarily and obtained user's credit information

Patent Assignee: BARKER T B (BARK-I); KATZ R A (KATZ-I); WEST G L (WEST-I)

Inventor: BARKER T B; KATZ R A; WEST G L

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020055906	A1	20020509	US 9838399	A	19980311	200254 B
			US 2000505619	A	20000216	
			US 2001907724	A	20010717	

Priority Applications (No Type Date): US 2001907724 A 20010717; US 9838399 A 19980311; US 2000505619 A 20000216

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20020055906	A1	33	G06F-017/60		Cont of application US 9838399 CIP of application US 2000505619

Abstract (Basic): US 20020055906 A1

NOVELTY - A credit card information related to a user is obtained using primary transaction data obtained from the user. Item for an upsell transaction with a customer is determined by the primary transaction data that includes the identity of the good or service of the primary transaction purchase and the user's credit information. The item is offered to the prospective customer and an acceptance of the offered item is received from the user.

USE - For providing goods offer in electronic commerce, telemarketing and for services like pay-per-view sporting event and also used for ATM located in resorts, entertainment facility.

ADVANTAGE - Profitability and probability of commercial transactions are increased with enhancement in user satisfaction.

DESCRIPTION OF DRAWING(S) - The figure shows a simplified flowchart demonstrating upsell offering system.

pp; 33 DwgNo 1/12

Title Terms: GOODS; SERVICE; OFFER; METHOD; ELECTRONIC; DETERMINE; ITEM; TRANSACTION; BASED; IDENTIFY; GOODS; SERVICE; PURCHASE; PRIMARY; OBTAIN; USER; CREDIT; INFORMATION

Derwent Class: T01; T05; W01

International Patent Class (Main): G06F-017/60

File Segment: EPI

8/5/2 (Item 2 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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014613961 **Image available**
WPI Acc No: 2002-434665/200246
Related WPI Acc No: 1998-532192; 1999-190705; 1999-204853; 1999-204854;
1999-204855; 2000-053611; 2000-053613; 2000-328274; 2000-610539;
2001-181019; 2002-096655; 2002-215721; 2002-237036; 2002-582966;
2002-698146; 2003-075336
XRPX Acc No: N02-342169

Supplementary product sale method for fast food restaurant, involves providing offer to exchange purchased item and corresponding upsell determined from database, for rounded price

Patent Assignee: ALDERUCCI D P (ALDE-I); VAN LUCHENE A S (VLUC-I)

Inventor: ALDERUCCI D P; VAN LUCHENE A S
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020046124	A1	20020418	US 97822709	A	19970321	200246 B
			US 97920116	A	19970826	
			US 9845347	A	19980320	
			US 2001933588	A	20010821	

Priority Applications (No Type Date): US 2001933588 A 20010821; US 97822709 A 19970321; US 97920116 A 19970826; US 9845347 A 19980320

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
US 20020046124	A1	23	G06F-017/60	CIP of application US 97822709 CIP of application US 97920116 CIP of application US 9845347

Abstract (Basic): US 20020046124 A1

NOVELTY - An upsell corresponding to a purchased item is determined by accessing a database. A rounded price for the **item** and the **upsell** is determined to provide an offer for exchanging the **item** and the **upsell** for the rounded price.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

- (1) Supplementary product sale apparatus;
- (2) Supplementary product sale system;
- (3) Supplementary product determining method;
- (4) Data generating method for supplemental product offer; and
- (5) Computer-readable medium storing supplementary product record.

USE - For selling supplementary products with main product in fast food restaurant, quick service restaurant, etc.

ADVANTAGE - The manager is enabled to make centralized decision and control **items** being offered as **upsells** by having the multiple point-of-sales terminals throughout the restaurant.

DESCRIPTION OF DRAWING(S) - The figure shows a flow chart illustrating method for providing supplementary product sale at a POS terminal.

pp; 23 DwgNo 9/10

Title Terms: SUPPLEMENTARY; PRODUCT; SALE; METHOD; FAST; FOOD; RESTAURANT; OFFER; EXCHANGE; PURCHASE; ITEM; CORRESPOND; DETERMINE; DATABASE; ROUND; PRICE

Derwent Class: T01; T05

International Patent Class (Main): G06F-017/60

File Segment: EPI

8/5/3 (Item 3 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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012784657 **Image available**

WPI Acc No: 1999-590883/199950

Related WPI Acc No: 2002-507439

XRPX Acc No: N99-435845

Goods selection method utilizing electronic communication device in telemarketing

Patent Assignee: KATZ R A (KATZ-I); TELEBUYER LLC (TELE-N)

Inventor: BARKER T B; KATZ R A; WEST G L

Number of Countries: 022 Number of Patents: 004

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 9946706	A1	19990916	WO 99US4179	A	19990226	199950 B
US 6055513	A	20000425	US 9838399	A	19980311	200027
EP 1062610	A1	20001227	EP 99908490	A	19990226	200102
			WO 99US4179	A	19990226	
JP 2002507028	W	20020305	WO 99US4179	A	19990226	200220

Priority Applications (No Type Date): US 9838399 A 19980311

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 9946706 A1 E 93 G06F-017/60

Designated States (National): CA JP

Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LU
MC NL PT SE

US 6055513 A G06F-017/60

EP 1062610 A1 E G06F-017/60 Based on patent WO 9946706

Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LI
LU MC NL PT SE

JP 2002507028 W 76 G06F-017/60 Based on patent WO 9946706

Abstract (Basic): WO 9946706 A1

NOVELTY - Based on the primary transaction data, identity of goods or service of the primary transaction and secondary data element, minimum of one **item** for prospective **upsell** transaction with the prospective customer, is determined. The item that has been determined for prospective upsell transaction is offered to the prospective customer in real time during the course of communication.

DETAILED DESCRIPTION - Primary transaction data is obtained by establishing communication via electronic communication device between the user and the system for purpose of primary transaction and also determines identity of the prospective customer. Secondary data element is then obtained relating to the user for the upsell determination. An INDEPENDENT CLAIM is also included for goods selection system.

USE - For selecting goods utilizing electronic communication device, such as telephone, videophone or customer in telemarketing.

ADVANTAGE - Multiple actions may be taken in one transaction hence increases the probability and profitability of commercial transactions. Permits user of web or other electronic system to interact with operator and hence provides automatic shipping and billing.

DESCRIPTION OF DRAWING(S) - The figure shows flowchart explaining aspects of the upsell system.

pp; 93 DwgNo 1/10

Title Terms: GOODS; SELECT; METHOD; UTILISE; ELECTRONIC; COMMUNICATE;
DEVICE

Derwent Class: S04; T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

File 348:EUROPEAN PATENTS 1978-2003/Jan W05

(c) 2003 European Patent Office

File 349:PCT FULLTEXT 1979-2002/UB=20030130,UT=20030123

(c) 2003 WIPO/Univentio

Set	Items	Description
S1	260623	TRANSACT? OR DEAL? ? OR DEALING? OR PURCHAS? OR BUYING OR - BUY OR BOUGHT OR SELL OR SELLING OR SOLD OR SALE OR SHOPP? OR TRADE? ? OR TRADING
S2	926491	ACCESSORY OR ACCESSORIES OR ATTACHMENT? OR UPGRADE? ? OR U- PSELL? OR UPSALE? OR ADDON? OR ADDED OR ADDITIONAL OR REPLACE- MENT OR ADJUVANT? OR ANCILLAR? OR AUXILIAR? OR SUPPLEMENT? OR HIGHER()PRICE? ? OR MORE()EXPENSIVE
S3	653026	PRODUCT? ? OR MERCHANDI? OR GOODS OR WARES OR ITEM? ? OR - SERVICE OR SERVICES
S4	482662	RANKED OR RANKING OR RATE? OR PRIORITIZ? OR PRIORITIS? OR - HIERARCH? OR (DETERMIN? OR ARRANGE? ? OR ARRANGING OR ASSIGN?- ??)(2W)(LEVEL? ? OR DEGREE? OR EXTENT? OR STRATUM OR STANDING? OR FOOTING? OR STATUS? OR ESHELON? OR TIER?)
S5	12859	S1 AND (S2(3N)S3) AND S4
S6	22	S1(S)((S2(2N)S3)(5N)S4)
S7	1082570	SPECIFY? OR SPECIFIED OR DESIGNAT? OR CHOSEN OR CHOICE? OR CHOOS? OR PICK OR PICKED OR PICKING OR SELECT?
S8	1121007	INDICAT? OR DISPLAY? OR MANIFEST? OR DEPICT? OR SHOW? ? OR DISCLOS? OR EXHIBIT? OR REVEAL? OR INDENTIFI??? OR IDENTIFY?
S9	654141	PRICE OR EXPENSE? OR FEE OR FEES OR CHARG? OR RATE OR RATES OR OUTLAY?
S10	731	S1 AND ((S4 AND S7)(5N)(S2(3N)S3))
S11	4	S1(S)((S4(S)S7)(5N)(S2(3N)S3))(S)(S8(3N)S9)
S12	128986	DATA()(BASE? OR BANK? ? OR SYSTEM? OR NETWORK?) OR DATABASE OR DATABANK OR OODB OR ARCHIV? OR MAPPER OR REPOSITOR?
S13	10	(S1(S)S12) AND (S4(5N)(S2(3N)S3))(S)(S8(3N)S9)
S14	32270	EPOS OR POS OR (POP NOT SODA) OR POINT(3W)(SALE OR SERVICE OR PURCHASE) OR ECR OR CASH()REGISTER? ?
S15	84	(S2(5N)S3) AND (S4(5N)S14)
S16	11	(S2(5N)S3)(S)(S4(5N)S14) NOT (S6 OR S11 OR S13)

6/TI/1 (Item 1 from file: 348)

DIALOG(R)File 348:(c) 2003 European Patent Office. All rts. reserv.

System and method for providing distributed computing services
System und Verfahren zum Bereitstellen von verteilten Rechnerdiensten
Systeme et procede destines a fournir des services informatiques distribues

6/TI/2 (Item 2 from file: 348)

DIALOG(R)File 348:(c) 2003 European Patent Office. All rts. reserv.

Browser-based monitoring system and method for IP-based services
Browser-basierte Verfahren und Vorrichtung zur Überwachung von IP-basierten Diensten
Methode et systeme de surveillance bases sur un navigateur web pour des services IP

6/TI/3 (Item 3 from file: 348)

DIALOG(R)File 348:(c) 2003 European Patent Office. All rts. reserv.

Compositions inducing the binding between parts of living mineralized tissue.
Zusammensetzungen, die die Bindung zwischen Teilen von lebendem mineralisiertem Gewebe induzieren.
Compositions induisant la liaison entre des parties de tissu vivant mineralise.

6/TI/4 (Item 4 from file: 348)

DIALOG(R)File 348:(c) 2003 European Patent Office. All rts. reserv.

Compositions inducing binding between parts of living mineralized tissue.
Zusammensetzungen, die eine Bindung zwischen Teilen von lebenden mineralisierten Geweben induzieren.
Compositions initiant la liaison entre des parties de tissu vivant mineralise.

6/TI/5 (Item 5 from file: 348)

DIALOG(R)File 348:(c) 2003 European Patent Office. All rts. reserv.

Anti-pci monoclonal antibody.
Anti-PCI-monoklonaler Antikörper.
Anticorps monoclonal anti-PCI.

6/TI/6 (Item 6 from file: 348)

DIALOG(R)File 348:(c) 2003 European Patent Office. All rts. reserv.

Control and metering system for pay television over a cable network.
Steuer- und Zahlssystem für Bezahlfernsehen über ein Kabelnetz.
Systeme de commande et de comptage pour television payante par reseau cable.

6/TI/7 (Item 1 from file: 349)

DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

IN SITU RECOVERY FROM A RELATIVELY LOW PERMEABILITY FORMATION CONTAINING HEAVY HYDROCARBONS
RECUPERATION IN SITU DANS UNE FORMATION A PERMEABILITE RELATIVEMENT BASSE CONTENANT DES HYDROCARBURES

6/TI/8 (Item 2 from file: 349)

DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

EXTENDED WEB ENABLED MULTI-FEATURED BUSINESS TO BUSINESS COMPUTER SYSTEM
FOR RENTAL VEHICLE SERVICES
SYSTEME INFORMATIQUE ETENDU ENTRE ENTREPRISES, A FONCTIONS MULTIPLES,
FONCTIONNANT SUR LE WEB, POUR DES SERVICES DE LOCATION DE VEHICULES

6/TI/9 (Item 3 from file: 349)

DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

NETWORK CHAT WITH INTEGRATED BILLING
BAVARDAGE EN RESEAU AVEC SYSTEME INTEGRE DE FACTURATION

6/TI/10 (Item 4 from file: 349)

DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

ELECTRONIC RESERVATION REFERRAL SYSTEM AND METHOD
PROCEDE ET SYSTEME D'ORIENTATION DE RESERVATION ELECTRONIQUE

6/TI/11 (Item 5 from file: 349)

DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

TRANSPORT LOGISTICS SYSTEMS AND METHODS
PROCEDES ET SYSTEMES DE LOGISTIQUE

6/TI/12 (Item 6 from file: 349)

DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

SYSTEM AND METHOD FOR ESTABLISHING ELECTRONIC BUSINESS SYSTEMS FOR
SUPPORTING COMMUNICATIONS SERVICES COMMERCE
SYSTEME ET PROCEDE PERMETTANT D'ETABLIR DES SYSTEMES DE COMMERCE
ELECTRONIQUE POUR LE SUPPORT DU COMMERCE PAR DES SERVICES DE
COMMUNICATION

6/TI/13 (Item 7 from file: 349)

DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

METHOD AND APPARATUS FOR SELECTING A SUPPLEMENTAL PRODUCT TO OFFER FOR SALE
DURING A TRANSACTION
PROCEDE ET DISPOSITIF PERMETTANT DE SELECTIONNER UN PRODUIT COMPLEMENTAIRE
A METTRE EN VENTE AU COURS D'UNE TRANSACTION

6/TI/14 (Item 8 from file: 349)

DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

COMPUTERIZED MODELING SYSTEM AND METHOD
SYSTEME ET PROCEDE DE MODELISATION INFORMATISEE

6/TI/15 (Item 9 from file: 349)

DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

NETWORK AND LIFE CYCLE ASSET MANAGEMENT IN AN E-COMMERCE ENVIRONMENT AND
METHOD THEREOF
GESTION D'ACTIFS DURANT LE CYCLE DE VIE ET EN RESEAU DANS UN ENVIRONNEMENT
DE COMMERCE ELECTRONIQUE ET PROCEDE ASSOCIE

6/TI/16 (Item 10 from file: 349)

DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

A SYSTEM AND METHOD FOR STREAM-BASED COMMUNICATION IN A COMMUNICATION SERVICES PATTERNS ENVIRONMENT
SYSTEME, PROCEDE ET ARTICLE DE PRODUCTION FOURNISSANT UN SYSTEME DE COMMUNICATION EN CONTINU DANS UN ENVIRONNEMENT DE CONFIGURATIONS DE SERVICES DE COMMUNICATION

6/TI/17 (Item 11 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

A SYSTEM, METHOD AND ARTICLE OF MANUFACTURE FOR A MULTI-OBJECT FETCH COMPONENT IN AN INFORMATION SERVICES PATTERNS ENVIRONMENT
SYSTEME, PROCEDE ET ARTICLE MANUFACTURE POUR COMPOSANT DE RECUPERATION MULTI-OBJET DANS UN ENVIRONNEMENT CARACTERISE PAR DES SERVICES D'INFORMATIONS

6/TI/18 (Item 12 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

SYSTEM, METHOD, AND ARTICLE OF MANUFACTURE FOR PIECEMEAL RETRIEVAL IN AN INFORMATION SERVICES PATTERNS ENVIRONMENT
SYSTEME, PROCEDE ET ARTICLE DE FABRICATION DESTINES A LA RECHERCHE FRAGMENTAIRE DANS UN ENVIRONNEMENT DE MODELES DE SERVICES D'INFORMATIONS

6/TI/19 (Item 13 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

SYSTEM AND METHOD FOR ENERGY MANAGEMENT
SYSTEME ET PROCEDE DE GESTION D'ENERGIE

6/TI/20 (Item 14 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

METHOD AND APPARATUS FOR OBTAINING CONSUMER DATA IN EXCHANGE FOR CONSUMER INCENTIVES VIA A NETWORKED RESOURCE
PROCEDE ET DISPOSITIF D'OBTENTION DE DONNEES DE CONSOMMATEUR EN ECHANGE DE PROMOTIONS VIA UN FOURNISSEUR EN RESEAU

6/TI/21 (Item 15 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

METHOD AND SYSTEM FOR PROCESSING SUPPLEMENTARY PRODUCT SALES AT A POINT-OF-SALE TERMINAL
PROCEDE ET SYSTEME DE TRAITEMENT DE VENTES DE PRODUITS SUPPLEMENTAIRES A UN TERMINAL DE POINT DE VENTE

6/TI/22 (Item 16 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

CALLED PERSON IDENTIFICATION IN TELECOMMUNICATION
IDENTIFICATION DE L'APPEL EN TELECOMMUNICATIONS

6/3,K/1 (Item 1 from file: 348)
DIALOG(R) File 348:EUROPEAN PATENTS
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01489473

System and method for providing distributed computing services
System und Verfahren zum Bereitstellen von verteilten Rechnerdiensten
Systeme et procede destines a fournir des services informatiques distribues
PATENT ASSIGNEE:

Gateway, Inc., (2999321), 610 Gateway Drive, North Sioux City, South
Dakota 57049, (US), (Applicant designated States: all)

INVENTOR:

Anderson, Glen J., 3034 Pierce Street, Sioux City, IA 51104, (US)
McKnight, Russell F., 3014 Nebraska Street, Sioux City, IA 51104, (US)

LEGAL REPRESENTATIVE:

McCarthy, Denis Alexis (72361), MacLachlan & Donaldson 47 Merrion Square,
Dublin 2, (IE)

PATENT (CC, No, Kind, Date): EP 1255196 A1 021106 (Basic)

APPLICATION (CC, No, Date): EP 2002394051 020429;

PRIORITY (CC, No, Date): US 847828 010502

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;
LU; MC; NL; PT; SE; TR

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: G06F-009/50

ABSTRACT WORD COUNT: 73

NOTE:

Figure number on first page: 1

LANGUAGE (Publication,Procedural,Application): English; English; English

FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS A	(English)	200245	893
SPEC A	(English)	200245	5762
Total word count - document A			6655
Total word count - document B			0
Total word count - documents A + B			6655

...SPECIFICATION contract committing a portion of the computing resources furnished by the information handling system they **purchased** from the organization for use by the distributed computing system. These resources may then be...

...made available. For example, the host 102 (or user/host 104) may receive a reduced **purchase** price or lease rate for the information handling system on which the computing resources are leased by the organization, free hardware upgrades or a reduction in the price of hardware **upgrades**, free Internet **service** or reduced Internet service **rates**, and the like. The organization may then enter agreements or contracts with consumer users 106...leased by the organization, free hardware upgrades or a reduction in the price of hardware **upgrades**, free Internet **service** or reduced Internet service **rates**, and the like. It will be appreciated that incentives for entering the lease agreement, such...

...who agree to lease computing resources to the organization. The organization may then offer to **sell** upgrades with the incentive of larger monthly payments. Finally, the **purchase** of second and third information handling systems, home network infrastructures, and the like may be...offered such incentives as free hardware upgrades or a reduction in the price of hardware **upgrades**, free Internet **service** or reduced Internet service **rates**, and the like. Such incentives may merely be a continuation of incentives provided under the...does not wish to lease back computing services at step 406, the information handling system **purchased** by the customer may optionally be reconfigured so that it no longer is capable of...

6/3,K/9 (Item 3 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2003 WIPO/Univentio. All rts. reserv.

00924748

NETWORK CHAT WITH INTEGRATED BILLING

BAVARDAGE EN RESEAU AVEC SYSTEME INTEGRE DE FACTURATION

Patent Applicant/Inventor:

FAIR Robert W, 11952 Sky Lane, Santa Ana, CA 92705, US, US (Residence),
US (Nationality)
WORKS Goeffrey S, 19192 Florida Street, #A, Huntington Beach, CA 92648,
US, US (Residence), US (Nationality)
LAUTSCH John C, 550 S. Wellington Road, Orange, CA 92869, US, US
(Residence), US (Nationality)
WEISMAN Neal E, 10159 Falcon Avenue, Santa Ana, CA 92708, US, US
(Residence), US (Nationality)
RAMESH Subramanyan, 1429 Ocean Drive, Redondo Beach, CA 90254, US, US
(Residence), US (Nationality)
SMITH Christopher B, 4507 Kingswell Avenue, Los Angeles, CA 90027, US, US
(Residence), US (Nationality)
SARKELA John, 268 Blackfoot Lane, Ventura, CA 93001, US, US (Residence),
US (Nationality)
CASTER David L, 4279 Gettysburg Street, Ventura, CA 93003, US, US
(Residence), US (Nationality)
CHRISTOPHERSON John, 14691 Jenet Circle, Santa Anna, CA 92705, US, US
(Residence), US (Nationality)

Legal Representative:

CARTE Norman E (agent), Stradling Yocca Carlson & Rauth, Post Office Box
7680, 660 Newport Center Drive, Suite 1600, Newport Beach, CA
92660-6441, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200257984 A1 20020725 (WO 0257984)
Application: WO 2001US10113 20010327 (PCT/WO US0110113)
Priority Application: US 2000192208 20000327; US 2001820271 20010327

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ
DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG
SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 10357

Fulltext Availability:

Claims

Claim

... their practices from merely brick-and-mortar based consulting would
use the PremiumChat system to **deal** with their existing client base. In
this method, if a business service provider desired professional...of
said service. However, the business service provider and the client may
alternatively negotiate a **rate** for one or more value **added services**
. Such value **added services** typically comprise voice/audioNoIP,
multiparty audio conferencing, video, multi-party video conferencing,
file transfer, language...

6/3,K/10 (Item 4 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00912834

****Image available****

ELECTRONIC RESERVATION REFERRAL SYSTEM AND METHOD

EKD

February 3, 2003

PROCEDE ET SYSTEME D'ORIENTATION DE RESERVATION ELECTRONIQUE

Patent Applicant/Inventor:

STANFIELD Richard, 217 Hollows Court, Hendersonville, TN 37075, US, US
(Residence), -- (Nationality)

Legal Representative:

ROBINSON Douglas W (agent), Banner & Witcoff, Ltd., 1001 G Street NW -
11th Floor, Washington, D.C 20001-4597, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200247002 A2 20020613 (WO 0247002)

Application: WO 2001US45117 20011203 (PCT/WO US0145117)

Priority Application: US 2000727708 20001204

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO

RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZM ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

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Fulltext Word Count: 11087

Fulltext Availability:

Detailed Description

Detailed Description

... current information available
regarding a traveler's itinerary (e.g., arrival and
departure times, pre- **sold** products, etc.) As a result,
service providers can maximize utilization and
efficiency of their staff, technology and other
assets through a highly accurate
information/ **transaction** management system. Similar to
web-based travel service facilitators, the electronic
reservation referral system and method allows travel

7

partners to promote their latest discount **rates** ,
premium upgrades and other **ancillary services** ;
however, unlike the web-based facilitators, the
electronic reservation referral-system is based upon
an existing reservation or **purchase** , so it is far more
likely that the promotion is practical, pertinent,
timely and attractive...

6/3,K/13 (Item 7 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00838016 **Image available**

**METHOD AND APPARATUS FOR SELECTING A SUPPLEMENTAL PRODUCT TO OFFER FOR SALE
DURING A TRANSACTION**

**PROCEDE ET DISPOSITIF PERMETTANT DE SELECTIONNER UN PRODUIT COMPLEMENTAIRE
A METTRE EN VENTE AU COURS D'UNE TRANSACTION**

Patent Applicant/Assignee:

WALKER DIGITAL LLC, Five High Ridge Park, Stamford, CT 06905, US, US

(Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

MUELLER Raymond J, 89 Catbrier Road, Weston, CT 06883, US, US (Residence)
, US (Nationality), (Designated only for: US)

DOUGLAS David H, 10 McLaren Road South, Darien, CT 06820, US, US

(Residence), US (Nationality), (Designated only for: US)

VAN LUCHENE Andrew S, 9 Greenwood Place, Norwalk, CT 06854, US, US

(Residence), US (Nationality), (Designated only for: US)

MARAZZO George M, 44 Overhill Road, Rocky Point, NY 11778-9632, US, US

(Residence), US (Nationality), (Designated only for: US)
WAHLQUIST Shane J, 648 Forest Hill Drive, Copell, TX 75019, US, US
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

ALDERUCCI Dean P (agent), Walker Digital Corporation, Five High Ridge
Park, Stamford, CT 06905, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200171683 A2-A3 20010927 (WO 0171683)
Application: WO 2001US9045 20010321 (PCT/WO US0109045)
Priority Application: US 2000190818 20000321; US 2000603677 20000626

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ
DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG
SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 23915

Fulltext Availability:

Detailed Description

Detailed Description

... to determine the profit that would be made if a user accepts an offer to **purchase** the **supplemental product**. The potential **supplemental products** can then be **ranked** according to which **supplemental product** provides the most profit if **purchased**. A more detailed example of the profit scoring approach is provided below.

In a popularity...

...the supplemental product when offered the opportunity by a merchant or retailer. Therefore, the potential **supplemental products** can be **ranked** according to which **supplemental product** is most likely to be **purchased** by a user if the user is given an opportunity to **purchase** the supplemental product. Another approach to popularity scoring or measurement may be based on a particular customer's past **buying** habits in **purchasing** similar products, accepting supplemental offers for the ...acceptance of an item and overall consumer acceptance of the item.

The take or accept **rates** for the **additional supplemental products** provided in the field 802 are provided in an accept rate field 852 while the accept **rates** for the **replacement supplemental products** provided in the field 808 are provided in an accept rate field 854. For example, when cookies are offered as an additional supplemental product during a **transaction**, the offer is accepted fifteen percent of the time, as shown in the field 852. Similarly, when an ice cream cone is offered as an additional supplemental product during a **transaction**, the offer is accepted six percent of the time, as shown in the field 852...

...quarter pound hamburger is offered as a replacement supplemental product for a cheeseburger during a **transaction**, the offer is accepted twelve percent of the time, as shown in the field 854...have positive effects on the outcome of the offer generation process and overall user acceptance **rates**, profits, etc. of **supplemental products**. As more information is learned about user **buying** patterns, additional offer pool, scoring and/or filtering processes can be created and easily inserted...

6/3,K/16 (Item 10 from file: 349)
DIALOG(R) File 349:PCT FULLTEXT

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00784185 **Image available**

A SYSTEM AND METHOD FOR STREAM-BASED COMMUNICATION IN A COMMUNICATION SERVICES PATTERNS ENVIRONMENT
SYSTEME, PROCEDE ET ARTICLE DE PRODUCTION FOURNISSANT UN SYSTEME DE COMMUNICATION EN CONTINU DANS UN ENVIRONNEMENT DE CONFIGURATIONS DE SERVICES DE COMMUNICATION

Patent Applicant/Assignee:

ACCENTURE LLP, 1661 Page Mill Road, Palo Alto, CA 94304, US, US
(Residence), US (Nationality)

Inventor(s):

BOWMAN-AMUAH Michel K, 6426 Peak Vista Circle, Colorado Springs, CO 80918, US,

Legal Representative:

HICKMAN Paul L (agent), Hickman Coleman & Hughes, LLP, P.O. Box 52037, Palo Alto, CA 94303-0746, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200117195 A2-A3 20010308 (WO 0117195)

Application: WO 2000US24125 20000831 (PCT/WO US0024125)

Priority Application: US 99386717 19990831

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 150532

Fulltext Availability:

Detailed Description

Detailed Description

... a customer is preferred. Entities themselves can be physical or conceptual.

For example, customers and **products** are physical-you can touch them. Orders, on the other hand, are conceptual. An order...

...The next-generation Web-in its Internet, intranet, and extranet incarnations-must be able to **deal** with the complex requirements of multi-step business-to-business and consumer-to-business
271

transactions . To do this, the Web must evolve into a full-blown client/server medium that can run your line-of-business applications (i.e., a delivery vehicle for business **transaction** processing)... To move to the next step, the Web needs distributed objects.

"at's the...

6/3,K/20 (Item 14 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00542295 **Image available**

METHOD AND APPARATUS FOR OBTAINING CONSUMER DATA IN EXCHANGE FOR CONSUMER INCENTIVES VIA A NETWORKED RESOURCE
PROCEDE ET DISPOSITIF D'OBTENTION DE DONNEES DE CONSOMMATEUR EN ECHANGE DE PROMOTIONS VIA UN FOURNISSEUR EN RESEAU

Patent Applicant/Assignee:

NEOMEDIA TECHNOLOGIES INC,

Inventor(s):

ZUIFF Igor,
SPRUILL Quentin E,
HILL John,
ZUIFF Jennifer,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200005668 A1 20000203 (WO 0005668)
Application: WO 99US16266 19990723 (PCT/WO US9916266)
Priority Application: US 9893902 19980723

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE
ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT
LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT
UA UG UZ VN YU ZA ZW GH GM KE LS MW SD SL SZ UG ZW AM AZ BY KG KZ MD RU
TJ TM AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG
CI CM GA GN GW ML MR NE SN TD TG

Publication Language: English

Fulltext Word Count: 3484

Fulltext Availability:

Claims

Claim

... incentives

provide the ability for the consumer to access certain content
associated with the item **purchased** .

1 3

. The method of claim 2 wherein the reward incentives
comprise a coupon certificate to allow the consumer to obtain
additional goods and services at a discount **rate** .

6 The method of claim I wherein the information regarding
the item purchased comprises a...

6/3,K/21 (Item 15 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00452685

METHOD AND SYSTEM FOR PROCESSING SUPPLEMENTARY PRODUCT SALES AT A
POINT-OF-SALE TERMINAL

PROCEDE ET SYSTEME DE TRAITEMENT DE VENTES DE PRODUITS SUPPLEMENTAIRES A UN
TERMINAL DE POINT DE VENTE

Patent Applicant/Assignee:

WALKER ASSET MANAGEMENT LIMITED PARTNERSHIP,

Inventor(s):

WALKER Jay S,
VAN LUCHENE Andrew S,
JORASCH James A,
JINDAL Sanjay K,
ALDERUCCI Dean,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9843149 A2 19981001
Application: WO 98US5787 19980320 (PCT/WO US9805787)
Priority Application: US 97822709 19970321; US 97841791 19970505; US
97920116 19970826; US 9845386 19980320; US 9845036 19980320; US 9845347
19980320; US 9845518 19980320; US 9845084 19980320

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES
FI GB GE GH GM GW HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD
MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ
VN YU ZW GH GM KE LS MW SD SZ UG ZW AM AZ BY KG KZ MD RU TJ TM AT BE CH
DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN ML MR
NE SN TD TG

Publication Language: English

Fulltext Word Count: 53218

Fulltext Availability:
Detailed Description

Detailed Description

... period, indicates that an additional product is to be offered during these (relatively low) activity **rates** . **Additional product** offers typically have low "offer speeds", since it may be several seconds for a cashier...

...accepted by the customer. An entry 4070, corresponding to activity rates between eight and fifteen **transactions** per fifteen-minute period, indicates that a "triple-your- ...4072 indicates that no offer is to be provided at activity rates greater than fifteen **transactions** per fifteen-minute period.

The above embodiments describe how the POS terminal automatically controls the...

11/TI/1 (Item 1 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

SYSTEM AND METHOD FOR BROADCAST-SYNCHRONIZED INTERACTIVE CONTENT
INTERRELATED TO BROADCAST CONTENT
SYSTEME ET PROCEDE DE DIFFUSION SYNCHRONISEE DE CONTENU INTERACTIF EN
INTERRELATION AVEC UN CONTENU DE DIFFUSION

11/TI/2 (Item 2 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

NETWORK CHAT WITH INTEGRATED BILLING
BAVARDAGE EN RESEAU AVEC SYSTEME INTEGRE DE FACTURATION

11/TI/3 (Item 3 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

A METHOD OF TRANSMITTING DATA ITEMS TO A NUMBER OF MOBILE STATIONS, A
MOBILE STATION, AND A STORAGE MODULE
PROCEDE DE TRANSMISSION D'ELEMENTS DE DONNEES VERS PLUSIEURS STATIONS
MOBILES, STATION MOBILE ET MODULE DE STOCKAGE

11/TI/4 (Item 4 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

A METHOD OF TRANSMITTING DATA ITEMS TO A NUMBER OF MOBILE STATIONS, A
MOBILE STATION, AND A STORAGE MODULE
PROCEDE DE TRANSMISSION D'ARTICLES DE DONNEES A UN CERTAIN NOMBRE DE
STATIONS MOBILES, STATION MOBILE, ET MODULE DE STOCKAGE

11/3,K/3 (Item 3 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2003 WIPO/Univentio. All rts. reserv.

00769878 **Image available**

A METHOD OF TRANSMITTING DATA ITEMS TO A NUMBER OF MOBILE STATIONS, A
MOBILE STATION, AND A STORAGE MODULE
PROCEDE DE TRANSMISSION D'ELEMENTS DE DONNEES VERS PLUSIEURS STATIONS
MOBILES, STATION MOBILE ET MODULE DE STOCKAGE

Patent Applicant/Assignee:

IFX SCANDINAVIA APS, Bredgade 20, DK-1260 Copenhagen K, DK, DK
(Residence), DK (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

KROLL Bo, 54B Clifton Gardens, Little Venice, London W9 1AU, GB, GB
(Residence), DK (Nationality), (Designated only for: US)

Legal Representative:

HOFMAN-BANG A S, Hans Bekkevolds Alle 7, DK-2900 Hellerup, DK

Patent and Priority Information (Country, Number, Date):

Patent: WO 200103456 A1 20010111 (WO 0103456)

Application: WO 2000DK364 20000704 (PCT/WO DK0000364)

Priority Application: DK 99972 19990705; DK 991426 19991005

Designated States: AE AG AL AM AT AT (utility model) AU AZ BA BB BG BR BY
BZ CA CH CN CR CU CZ CZ (utility model) DE DE (utility model) DK DK
(utility model) DM DZ EE EE (utility model) ES FI FI (utility model) GB
GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA
MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SK (utility model)
SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 4559

Fulltext Availability:

Claims

Claim

... display 22. In figure 2 an example of a financial
information, i.e. an exchange **rate**, is **shown**.
According to the invention the data items distributed
from the service provider 14 and transmitted...

...17 means that a user wanting the value added service of a
service provider must **buy** a special SIM card with the
Z

corresponding decompression application embedded, but
this cost is...value added

services to the networks users/subscribers as possible.

In all cases each value **added service** is represented and

selectable via the menu in the display. This menu is

established and maintained using the standard...

13/TI/1 (Item 1 from file: 348)
DIALOG(R)File 348:(c) 2003 European Patent Office. All rts. reserv.

Central updating of a user databank
Zentrales Aktualisieren einer nutzerseitigen Datenbank
Actualisation centrale de la base de donnees d'un usager

13/TI/2 (Item 2 from file: 348)
DIALOG(R)File 348:(c) 2003 European Patent Office. All rts. reserv.

Flexible billing rate for mail communication systems
Angepasste Berechnung von Gebuhren in Postkommunikationssystemen
Facturation flexible de taxes dans des systemes de communication de
courrier

13/TI/3 (Item 1 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

IN SITU RECOVERY FROM A OIL SHALE FORMATION
RECUPERATION D'HUILE IN SITU A PARTIR D'UNE FORMATION DE SCHISTE BITUMINEUX

13/TI/4 (Item 2 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

EXTENDED WEB ENABLED MULTI-FEATURED BUSINESS TO BUSINESS COMPUTER SYSTEM
FOR RENTAL VEHICLE SERVICES
SYSTEME INFORMATIQUE ETENDU ENTRE ENTREPRISES, A FONCTIONS MULTIPLES,
FONCTIONNANT SUR LE WEB, POUR DES SERVICES DE LOCATION DE VEHICULES

13/TI/5 (Item 3 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

NETWORK CHAT WITH INTEGRATED BILLING
BAVARDAGE EN RESEAU AVEC SYSTEME INTEGRE DE FACTURATION

13/TI/6 (Item 4 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

CONTINUOUS PRODUCTION AND PACKAGING OF PERISHABLE GOODS IN LOW OXYGEN
ENVIRONMENTS
PROCEDE DE PRODUCTION ET D'EMBALLAGE DE PRODUITS PERISSABLES DANS UNE
ATMOSPHERE PAUVRE EN OXYGENE

13/TI/7 (Item 5 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

ADVANCED ASSET MANAGEMENT SYSTEMS
SYSTEMES DE GESTION D'AVOIRS PERFECTIONNES

13/TI/8 (Item 6 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

A SYSTEM, METHOD AND ARTICLE OF MANUFACTURE FOR CORROSION RISK ANALYSIS AND
FOR IDENTIFYING PRIORITIES FOR THE TESTING AND/OR MAINTENANCE OF
CORROSION SUSCEPTIBLE STRUCTURES
SYSTEME, PROCEDE ET ARTICLE MANUFACTURE POUR L'ANALYSE DU RISQUE DE
CORROSION ET POUR L'IDENTIFICATION DE PRIORITES POUR L'ESSAI ET/OU
L'ENTRETIEN DE STRUCTURES SUJETTES A LA CORROSION

13/TI/9 (Item 7 from file: 349)
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A SYSTEM, METHOD AND ARTICLE OF MANUFACTURE FOR A LOCALLY ADDRESSABLE
INTERFACE IN A COMMUNICATION SERVICES PATTERNS ENVIRONMENT
SYSTEME, PROCEDE ET ARTICLE DE PRODUCTION METTANT EN OEUVRE UNE INTERFACE
ADRESSABLE LOCALEMENT DANS UN ENVIRONNEMENT DE CONFIGURATIONS DE
SERVICES DE COMMUNICATION

13/TI/10 (Item 8 from file: 349)
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INTERNET ASSISTED RETURN CALL
RAPPEL ASSISTE PAR INTERNET

13/3,K/7 (Item 5 from file: 349)
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ADVANCED ASSET MANAGEMENT SYSTEMS
SYSTEMES DE GESTION D'AVOIRS PERFECTIONNES

Patent Applicant/Assignee:

VIRTUAL ASSETS INCORPORATED, 10387 Eclipse Way, Columbia, MD 21044, US,
US (Residence), US (Nationality), (For all designated states except:
US)

Patent Applicant/Inventor:

ZAMBRZYCKI John V, 1123 King Street, Redwood City, CA 94061, US, US
(Residence), US (Nationality), (Designated only for: US)

JACKSON Christopher K, 10387 Eclipse Way, Columbia, MD 21044, US, US
(Residence), US (Nationality), (Designated only for: US)

CHOIE Carolyn H, 1123 King Street, Redwood City, CA 94061, US, US
(Residence), NZ (Nationality), (Designated only for: US)

LAYMAN Kevin W, 1123 King Street, Redwood City, CA 94061, US, US
(Residence), US (Nationality), (Designated only for: US)

NEWMAN Edward J Jr, 1919 Prairie Square, Apt. 116, Schaumburg, IL 60173,
US, US (Residence), US (Nationality), (Designated only for: US)

RICHARDSON David E Jr, 1123 King Street, Redwood City, CA 94061, US, US
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

PRIDY Robert (et al) (agent), Hall, Priddy, Myers & Vande Sande, 10220
River Road, Suite 200, Potomac, MD 20854, US,

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Detailed Description

Claims

Detailed Description

... customer profile databases, replete with demographic, characteristics,
buying patterns, spending histories, personal preferences, lifestyle
indicators, etc.

This automation and computerized profiling is robbing individuals of the
ability to monitor and...foras of these embodiments said at least one
data processor of the advanced asset management **system** may, if desired,
be configured to accept one or more commands to perform these step...the
system, including all. code, and/or all or at least a portion of the
data in said system, is encrypted and maintained in encrypted form
throughout its storage in the...communicate with one or more entities that
can connect directly or indirectly with said computer **system**. The
method includes maintaining in said clearinghouse computer system on said
at least one data...includes maintaining in said computer system on said
at least one data storage device labeling **system** software for storing
and managing data comprising at least one label for each of one...
accounts without the need to know their specific account numbers or
public token(s). In **additional** embodiments, the labeling system can
publish directories of labels for accounts, and can create both...

entities.

Figure 109 shows a computer system containing a dedicated encryption engine, at least one **data** processor (CPU), at least one communications device, and at least one storage device with an...transaction participants.

Figure 1 16 shows a virtual clearinghouse system acting as in intermediary to **transactions** within a discrete **repository** , as well as to **transactions** within individual **repositories** which are members of distributed-federated, distributed, federated, and/or inter-networked groups of **repositories** .

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Figure 1 17 shows a virtual clearinghouse system acting as in intermediary to **transactions** between various discrete **repositories** , as well as distributed-federated, distributed, federated, and inter-networked groups of **repositories** .

Figure 1 1 8 shows a virtual clearinghouse system acting as in intermediary to **transactions** to and from various discrete **repositories** , as well as distributed-federated, distributed, federated, and inter-networked groups of **repositories** from and to nonrepository entities.

Figure 1 19 shows a computer system containing at least...Different types of repositories, serving different purposes, are contemplated.

There are two major classes: closed **repositories** , in which only relationships to other accounts within a closed **repository** is permitted; and open **repositories** , in which an account may have relationships with one or more accounts in one or more other **repositories** . In either case, the relationships may be effected with the aid of some intermediary communications device(s) which permit(s) an account owner to conduct **transactions** without a direct connection to a **repository** .

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A **repository** governs the operations and **transactions** of the accounts within (inverted exclamation mark)t.

Ukew(inverted exclamation mark)se, the accounts...

...auction sales (including both English and Dutch style), reverse auctions, demand aggregation, and exchanges.

Additionally, **repositories** can contain profiles and other analytical structures which

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can be used to direct coupons and discount offers to specific accounts. **Repositories** can also track directed advertising and sponsorship details used for cross- **selling** and up-**selling** of goods and services to member accounts.

In some cases, repositories can also contain control...

...or act as a buyer or seller of last resort. This is useful for securities **repositories** run by market makers that require settlement of **transactions** .

1 0 For a repository supporting gambling, the house account can participate in wagers...

...the repository can be used to track the participating members.

Profiles can be maintained by **repositories** to track individual member accounts and sub-accounts and their corresponding activities. They can be

...

...example, an anonymous profile might track the average daily balance, current balance, and types of **purchases** made by the account holder. Using this information, an airline such as United Airlines or Delta Airlines could offer all members of a **repository** ten thousand extra frequent flyer miles with the **purchase** of any plane ticket costing over three hundred US dollars, with the offer expiring in two weeks. The airlines might choose to target the offer to only those **repository** members with a minimum balance of five hundred US dollars who have made at least two airline ticket **purchases** in the last year.

Profiles can also be used to serve up banner advertising and...of centralized management but retain control of their own internal affairs. A federated group of **repositories** thus exists as a system in which each of the **repositories** in the federation is aware of all of the members of its group, and has some condition of trust with respect to **transactions** received from these members, but maintains its own internal management. As an example of a...

...fashion, manage their own profit and loss, and would most likely operate their own **repositories**. However, since they belong to the same parent company, the individual **repositories** would naturally have a condition of trust when

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reacting to **transactions** proposed by other members of their group. Thus the XMG Las Vegas casino **repositories** would most likely exist in a federated state, with their physical proximity facilitating direct connections between member **repositories**.

7.4 Distributed-Federated Repositories

A distributed-federated group of repositories has characteristics of both...of a Virtual clearinghouse (VCH) that acts as a third party intermediary for facilitating **transactions**. Clearinghouse **transactions** allow virtual accounts to safely interact with other virtual accounts, regardless of **repository** location or type, and support interactions with non-virtual account systems. Examples of the latter...

...Automated Clearing House (ACH) and other similar financial systems. A clearinghouse can if desired facilitate **transactions** in which the **transactions** take place between virtual accounts in the same **repository** and/or in which the **transactions** are between a physical device(s) and an account(s) within a **repository**. Clearinghouses can also facilitate **transactions** between multiple physical devices in which the physical devices are operating as stand-alone virtual...
...a different pathway(s).

Clearinghouses can if desired be used to improve financial **transaction** processing by offering coordination services to **transacting** parties. Typically,

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clearinghouses will have trusted relationships, with one or more **repositories** and/or one or more devices. By acting as a third party to a **transaction**, a clearinghouse allows two parties to indirectly contact each other and perform **transactions** without requiring a direct trust relationship to be established between the **transacting** parties.

Additionally, clearinghouses can be chained or grouped together, wherein each.

clearinghouse in the group...

...clearinghouse.

7.1 General and Special Services

A clearinghouse may be used to facilitate account **transactions** such as account existence verification, balance inquiry, available balance

inquiry, credit, debit, transfer, and funds reservation. A clearinghouse can facilitate any account manipulation **transaction** supported by a **repository**, including for example activation, authentication, creation, deactivation, destruction, evaluation, generation, implementation, maintenance, modification, processing, or registration. This may include **transactions** that require performance of aggregations, distributions, conversions, and/or exchanges.

Clearinghouses can be configured to add value by providing specialized coordination services including: escrow account creation and escrow **transaction** management; bid pool creation, and bid **transaction** management; gaming/gambling pool creation, and gaming/gambling **transaction** management; agent services, including acting as an agent or proxy for a **repository**; tax and/or fee collections; credentials and license management; digital certificate management; and digital signature management. In these instances, the clearinghouse becomes more than just.

an intermediary to the **transaction** and actually becomes an integral part of the **transaction**. As an example, consider the case of a clearinghouse that creates and manages a bid...

...and Matches buyers to sellers. In this instance, the individual bidders could not complete their **transactions** without the clearinghouse bid pool. Additionally, clearinghouses afford the opportunity for multirepository **transactions** for these various special services, especially where the

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individual **repositories** and/or devices involved do not have trusted relationships with one another, or where the various participating accounts are in different **repositories**.

In various embodiments clearinghouses can provide these and other services to single **repositories**, to groups of **repositories**, and even to **transactions** that take place within a single virtual account. As mentioned earlier, groups of **repositories** may be configured as any combination of distributed, federated, distributed-federated and inter-networked. Each **repository** or group of **repositories** must establish a trust relationship between itself and a clearinghouse by presentation and examination of appropriate credentials and/or secure connections. Any of the trusted **repositories** may optionally use the clearinghouse to process and coordinate **transactions** within a single account, between accounts, or with any account in any other **repositories** trusted by the clearinghouse. Additionally, clearinghouses can be used to conduct, manage, and coordinate **transactions** between **repositories** and various devices connected either directly or indirectly to the clearinghouse. Like the **repositories**, each device so connected must establish a trust relationship between itself and the clearinghouse...in remote or external systems. An example would be nightly sweeps of aggregated funds from **repository** accounts into the FedWire or other banking systems to collect interest on unencumbered funds. Another...

...appropriate government accounts. In an agent relationship, a clearinghouse leverages its trust relationship to facilitate **transactions** that a **repository** could not perform or could not perform as efficiently.

7.6 Tax & Fee Services

In...

...issuer and vehicle owner.

The identification of target accounts (even across entire groups of **repositories**) and distribution of notifications can be accomplished with a clearinghouse. When individuals, businesses, or other account holders renew a registration, a clearinghouse can negotiate the **transactions** with the issuer, transmit required payments from and

deposit the renewed credentials or licenses into the holder's account(s). When vehicles are **sold** and title documents transferred, a clearinghouse can automatically notify the issuer of changes in status...is highly advantageous in the operation and management of a virtual clearinghouse acting as a **transaction** intermediary. Due to the highly sensitive nature of the special services that clearinghouses can provide...

...the administration and operation of the clearinghouse. Additionally, since most clearinghouses will interact with other **repositories**, clearinghouses, devices, and other systems, the communications channels to and from clearinghouses, and the transmissions...or more aliases that: can be used in place of the 30 account token in **transactions** with a **repository**. When aliases are used, disclosure of the underlying VIN or other account tokens can be... system can be used by inquirers to search for an appropriate VIN, and where necessary, **repository transaction** routing information, in response to presentation of a name, alias, or other identifying information. In...the label system automatically generates labels for some or all VINs in one or more **repositories** for use as a routing and information lookup. When a clearinghouse is presented with a **transaction** to process, (inverted exclamation mark)t must identify the participating **repositories** and accounts. If the clearinghouse is unaware of one or more **transaction** participants, it can use the label service to discover the existence of the **repository** and/or account. To be of assistance, the labeling system must be aware of the existence of specific **repositories** and optionally the accounts 10 that reside in each **repository**. To keep track of large volumes of accounts and corresponding VINs, the label system supports...

...VIN, or for security purposes may be a custom-generated alias to be used in **transactions**.

In another embodiment, the label system can generate a label or alias for a dynamic **transacting** parties (which may include any number of **repositories**, clearinghouses, devices, or external systems) can be conducted using one or any combination of network...million. Similar constraints can be applied to distributed groups and federated groups of repositories.

Individual **repositories** can define additional constraints to further restrict activities of accounts contained in the **repository**. For example, a **repository** may define a constraint that limits the type of currency assets that can be stored in accounts or that restricts the maximum amount of an individual **transaction**.

Each account can have its own constraints, with virtual accounts offering a greater degree of...

...are invalid.

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For example, a first constraint is collected that indicates that the maximum **purchase transaction** amount is US\$10,000 for the **repository**. At the account level, a constraint exists which indicates that the maximum **purchase transaction** amount is US\$5,000.

Thus, for the of the sub-accounts within that virtual...9

External (inverted exclamation mark) Constraints

Constraints can be stored, processed, and evaluated external to **repositories**, accounts, content, or attributes they reference. These external constraints may be part of an independent...

...applies to deferred constraints. When constraints are evaluated at run-time in response to a **transaction**, agent, alert, or trigger the evaluation engine can be external to the object being evaluated...

...will be important to provide a separate layer of security apart from the account or **repository** security so because the constraint attached to an account, asset or other content can be...

...control of the asset or the account. This will be of use in enforcing securities **trading** laws and securing documents that retain their carried constraints despite changes in ownership and control...intended alert respondent.

An AAMS alert typically would be caused by a condition in a **repository** or in an individual account within a **repository** such as an account status change, a **transaction** verification, an overdraft condition, an attempted **transaction** which violates a constraint condition, or a potential security violation.

A VCHS alert typically would indicate an attempt to commence or complete a **transaction**; an attempt to initiate or close contact with a **repository**, with a labeling system, with a naming system or with another clearinghouse; or the occurrence of **transactional** activity, bid or bid pool activity, or wager or gambling/gaming pool activity.

A VNS...to automatically respond to detected conditions. Triggers can be established for any account, sub-account, **repository**, clearinghouse, naming system, or label system or the content or subcomponents of such objects. Simple...

...preset minimum or an amount equal to that needed to 10 successfully complete the **transaction**. More complex triggers can be defined to implement stock market orders on a given day, or on a good until cancelled basis, or to **purchase** or **sell** a security at a specific limit price based on preset price thresholds.

This can...

Claim

... claim 94 in which the information so encrypted pertains at least in part to a **transaction** history/histories in which an account(s) has/have been involved.

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100. An advanced in which the information so encrypted pertains at least in part to a **transaction** (s) involving an account(s). 105. An advanced asset management system according to claim 100 in which the information so encrypted pertains at least in part to a **transaction** history/histories in which an account(s) has/have been involved. 106. An advanced asset...

...claim 106 in which the information so encrypted pertains at least in part to a **transaction** (s) involving an account(s). 111. An advanced asset management system according to claim 106 in which the information so encrypted pertains at least in part to a **transaction** history/histories in which an account(s) has/have been involved. 112. An advanced asset...

...12 in which the information so encrypted pertains at least in part to a **transaction** (s) involving an account(s). 117. An advanced asset management system according to claim 12 in which the information so encrypted pertains at least in part to a **transaction** history/histories in which an account(s) has/have been involved. 118. An advanced asset...

...18 in which the information so encrypted pertains at least in part to a **transaction** (s) involving an account(s). 123. An advanced asset management system according to claim...

...in which the

11 information so encrypted pertains at least in part to a **transaction**

history/histories in which an account(s) has/have been involved. 124. An advanced asset...

...evaluating, generating, implementing, maintaining, modifying, processing, registering, and/or otherwise manipulating one or more account **repositories**, said **repository** / **repositories** containing one or more accounts. 126. An advanced asset management system according to claim, 125...

...create, deactivate, destroy, evaluate, generate, implement, maintain, modify, process, register, and/or otherwise manipulate a **repository** / **repositories** only if said. command(s) is/are received in conjunction
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with a PIN(s)...

...authenticating token(s) signifying an entity/entities owning or having a right to control said **repository** / **repositories**. 127. An advanced asset management system according to claim. 1 comprising any number of account **repositories** respectively comprising one or more accounts, and having one or more actual or potential communications connections with one or more other **repositories** comprising one or more accounts, said connection/connections affording the opportunity for interactions between the **repositories** and/or their respective account(s). 128. An advanced asset management system according to claim 1 comprising any number of account **repositories** respectively comprising one or more accounts, 1 and having one or more actual or potential...

...additional communications devices, said connection/connections affording the opportunity for interactions within or between the **repository** / **repositories** and/or its/their respective account(s). 5
129. An advanced asset management system according to claim 1 comprising any number of account **repositories** respectively ...and having one or more actual or potential communications connections with one or more other **repositories** comprising one or more accounts, and having one or more actual or potential communications connections...

...additional communications devices, said connection/connections affording the opportunity for interactions within or between the **repositories** and/or their 22' respective account(s). 130. An advanced asset management system according to claim 125 in which said **repositories** represent an open group not subject to any restriction(s) against an interaction(s) with one or more other **repository** / **repositories** or their respective account(s). 131. An advanced asset management system according to claim 125 in which said **repositories** represent an open group not subject to any restriction(s) against an interaction(s) with...

...communications devices. 132. An advanced asset management system according to claim. 125 in which said **repositories** represent a controlled group subject to one or more restrictions
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against an interaction(s) with one or more other **repositories**, and/or their respective account(s), that are outside the group. 133. An advanced asset management system according to claim 125 in which said **repositories** represent a controlled group subject to one or more restrictions against a specific type(s) of interaction(s) with one or more **repositories**, and/or their respective account(s). 134. An advanced asset management system according to claim 125 in which said **repositories** represent a controlled group subject to one or more restrictions
against an interaction(s) with...

...asset management system according to claim 125 in which there is a plurality of said **repositories** representing a distributed group(s) having
controlling software and/or hardware programmed with information

identifying, and comprising a communications route(s) to, the other **repositories** in said. group(s). 142. An advanced asset management system according to claim 125 in which there is a plurality of said. **repositories** representing a federated group(s) having controlling software and/or hardware programmed with information identifying each of the other **repositories** in the group(s), and. with data and/or 1 0 code that represents a condition of trust with respect to **transactions** within and 1 1 between each of the other **repositories** in said group(s). 143. An advanced asset management system according to claim 125 in which there is a plurality of said **repositories** representing a distributed-federated group(s) having controlling software and/or hardware is programmed with information comprising:

A. information identifying each of the other **repositories** in the group(s), and B. communications route(s) to the other **repositories** in the group(s), and C. code that represents a condition of trust with respect to **transactions** within and between each of the other **repositories** in said group(s). 144. An advanced asset management system according to claim 125 in which there is a plurality of said **repositories** that exist in an inter-networked group(s) wherein a given **repository** / **repositories** in the group(s) is/are not required to be known in advance by another **repository** / **repositories** in the group(s), can be discovered. 145. An advanced asset management system according to claim 125 in which there is a plurality of said **repositories** that exist in an inter-networked group(s) in which a communications connection(s) between **repositories** in the group(s) is/are not required to be known in advance, but can...

...asset management system according to claim 125 in which there is a plurality of said **repositories** that exist in an inter-networked group(s) in
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which a route(s) between **repositories** in the group(s) is/are not required to be known in advance, but can...

...asset management system according to claim 125 in which there is a plurality of said **repositories** that exist in an inter-networked group(s) in which a route(s) between **repositories** in said inter-networked group(s) can change, with no requirement that all communications connections between **repositories** in the group(s) traverse the same route(s) across the inter-network. 148. An...

...asset management system according to claim 125 in which there is a plurality of said **repositories** that exist in an inter-networked group(s) 1 0 having an intermittent communication connection(s) between **repositories** in 1 1 the group(s). 149. An advanced ...asset management system. according to claim. 125 in which there is a plurality of said **repositories** that exist in an inter-networked group(s) 1 4 having a permanent communication connection(s) between **repositories** in the group(s). 150. An advanced asset management system according to claim 125 in which there is a plurality of said **repositories** that exist in an inter-networked group(s) in 1 8 which a communications connection(s) between **repositories** in the group(s) 1 9 can be dynamically established, dissolved, moved, managed, redirected and...

...asset management system according to claim 125 in which there is a plurality of said **repositories** that exist in an inter-networked group(s), and

in which all of the following conditions exist:

A. said other **repositories** are not required to be known in advance, but can be discovered;

B. communications connections between the **repositories** are not required to be known in advance, but can be discovered,

C. routes between **repositories** in said inter-networked group(s) are not required to be known in advance, but can be determined;

D. routes between **repositories** in said inter-networked group(s) can change,

with no requirement that a subsequent communications connection(s)

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between said **repository** and said other **repositories**, established after a first

communications connection between said **repository** and said other **repositories**, must traverse the same path as said first communications connection;

E. connections between **repositories** are intermittent; and

F. communications connections between said **repository** and said other **repositories** can be dynamically established, dissolved, moved, managed, and redirected. 152. An advanced asset management system according to claim 125 in which there is a plurality of said **repositories** that exist, in an inter-networked group(s), and

11 in which all of the following conditions exist:

A. said other **repositories** are not required to be known in advance, but can be discovered;

B. communications connections between the **repositories** are not required to

be known in advance, but can be discovered;

C. routes between **repositories** in said inter-networked group(s) are not required to be known in advance, but can be determined;

D. routes between **repositories** in said inter-networked group(s) can change,

19 with no requirement that a subsequent communications connection(s)

between said **repository** and said other **repositories**, established after a first

communications connection between said **repository** and said other **repositories**, must traverse the same path as said first communications connection;

E. connections between **repositories** are permanent; and

F. communications connections between said **repository** and said other **repositories** can be dynamically established, dissolved, moved, managed, and redirected. 153. An advanced asset management system according to claim 125 in which there is a plurality of said **repositories** that exist in an inter-networked group(s), and

in which at least one of the following conditions exists:

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A. said other **repositories** are not required to be known in advance, but can be discovered;

B. communications connections between the **repositories** are not required to be known in advance, but can be discovered.

C. routes between **repositories** in said inter-networked group(s) are not required to be known in advance, but can be determined;

D. routes between **repositories** in said inter-networked group(s) can change,

with no requirement that a subsequent communications connection(s)

between said **repository** and said other **repositories**, established after a first

communications connection between said **repository** and said other

11 **repositories**, must traverse the same path as said first communications connection;

E. some connection(s) between **repositories** is/are intermittent;

F. other connection(s) between **repositories** is/are permanent; and/or

G. communications connections between said **repository** and said other **repositories** can be dynamically established, dissolved, moved, managed,

and redirected. 154. An advanced asset management system according to claim 125 in which a first

19 **repository**, containing at least one account, that is programmed to

communicate and conduct **transactions** as an independent **repository** or as a 121 member of a given group of **repositories**, is also programmed to communicate with, and to conduct **transactions** with, at least one other **repository** not comprised in said given group. 155. An advanced asset management system according to claim 154 in which said first **repository** is not comprised in any group of **repositories**. 156. An advanced asset management system according to claim 154 in which said at least one other **repository** is not comprised in any group of **repositories**. 157. An advanced asset management system according to claim 154 in which said first **repository** is a member of a distributed group of **repositories**.

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158. An advanced asset management system according to claim 154 in which said at least one other **repository** is a member of a distributed group. 159. An advanced asset management system according to claim 154 in which said first **repository** is a member of a federated group. 160. An advanced asset management system according to claim 154 in which said at least one other **repository** is a member of a federated group. 161. An advanced asset management system according to claim 154 in which said first **repository** is a member of a distributed-federated group. 162. An advanced asset management system according to claim 154 in which said at least one other **repository** is a member of a distributed-federated group. 163. An advanced asset management system according to claim 154 in which said first **repository** is a member of an inter-networked group. 164. An advanced asset management system according to claim 154 in which said at least one other **repository** is a member of an inter-networked group. 165. An advanced asset management system according to claim 125 comprising means for encrypting said **repository / repositories**. 166. An advanced asset management system according to claim 125 comprising means for encrypting all information regarding said **repository / repositories** and its/their comprised account(s) stored by said advanced asset management system...claim 125 comprising means for encrypting at least a portion of any information regarding said **repository / repositories** and its/their comprised account(s) stored by said advanced asset management system. 168. An...

...asset management system according to claim 125 comprising means for encrypting all information regarding said **repository / repositories** and its/their comprised account(s) processed by said advanced asset management system. 169. An...

...means for encrypting at least a portion of any information regarding said crypt

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repository / repositories and its/their comprised account(s) processed by said advanced asset management system. 170. An...

...asset management system according to claim 125 comprising means for encrypting all information regarding said, **repository / repositories** and its/their comprised account(s) communicated to or from said advanced asset management system...

...claim 125 comprising means for encrypting at least: a portion of any information regarding said **repository / repositories** and its/their comprised account(s) communicated to or from said advanced asset...

...172. A virtual clearinghouse system which can act as a third party intermediary for facilitating **transactions** in which the **transaction** participants respectively comprise a first participant which is at least one virtual account or a...

...said at least one

data storage device for storing and managing a plurality of account **repository** connection requests to be implemented at least in part via said at

least one communications device,

C. said account **repository** connection requests respectively comprising

data
representing:
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1) at least one account **transaction** , comprising such information as is required to characterize the **transaction** , and
2) at least one address for a given **repository / repositories** in which the participating account(s) is/are situated and, at least one public token
...

...existence of a direct or indirect trusting relationship between
2) the clearinghouse system and said **repository / repositories** , and
1 0 3) the clearinghouse and the second participant;
1 1 4) is configured...

...manipulate direct or indirect trusted connections via said at least one communications device between the **repository / repositories** and at least one of said entity/entities, with which the second participant may be directly or indirectly associated or which may be the second participant, and transmits the **transaction** information; whereby the participants can conduct **transactions** with each other without requiring a direct trusting relationship between the participants. 1 9 173...

...clearinghouse system to act as a third. party intermediary for facilitating one or more escrow **transactions** . 179. A virtual clearingho-use system according to claim 172 in which said system comprises...

...clearinghouse system to act as a third party intermediary for facilitating one or more bid **transactions** . 180. A virtual clearinghouse system according to claim. 172 comprising data and/or code for...system to act as a third party intermediary for facilitating one or more gaming/gwnbling **transaction** (s). 183. A virtual clearinghouse system according to claim 172 comprising data and/or code...

...that cause(s) said clearinghouse system to act as an agent for one or more **repositories** . 186. A virtual clearinghouse system according to claim 172 in which the system comprises data...172 in which the second participant is at least one other account in the same **repository / repositories** in which the first: participant is situated. 203. A virtual clearinghouse system according to claim 172 in which the second participant is at least one other account in a **repository** other than the **repository / repositories** in which the first participant is situated. 204. A virtual clearinghouse system according to claim...

...claim 206 in which the information so encrypted pertains at least: in part to a **transaction** (s) involving an account(s). lo 211. A virtual clearinghouse system according lo claim 206 in which the 1 1 information so encrypted pertains at least in part to a **transaction** history/histories in which an account(s) has/have been involved. 212. A virtual clearinghouse...

...claim 212 in which the infonnation so encrypted pertains at least in part to a **transaction** (s) involving an account(s). 217. A virtual clearinghouse system according to claim 212 in which the infonnation so encrypted pertains at least in part lo a **transaction** history/histories in which an account(s) has/have been involved.
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218. A virtual...

...claim 218 in which the information so encrypted pertains at least in part to a **transaction** (s) involving an account(s).

223. A virtual clearinghouse system according to claim 218 in which the information so encrypted pertains at least in part to a **transaction** history/histories in which an account(s) has/have been involved. 224. A virtual clearinghouse...claim 224 in which the information so encrypted pertains at least in part to a **transaction** (s) involving an account(s).

229. A virtual clearinghouse system according to claim 224 in which the information so encrypted pertains at least in part to a **transaction** history/histories in which an account(s) has/have been involved. 230. A virtual clearinghouse...

...claim 230 in which the information so encrypted pertains at least in part to a **transaction** (s) involving an account(s).

235. A virtual clearinghouse system according to claim 230 in which the information so encrypted pertains at least in part to a **transaction** history/histories in which an account(s) has/have been involved. 236. A virtual clearinghouse...

...claim 236 in which the information so encrypted pertains at least in part to a **transaction** (s) involving an account(s). 241. A virtual clearinghouse system according to claim 236 in which the information so encrypted pertains at least in part to a **transaction** history/histories in which an account(s) has/have been involved.

12.1,3 Third...

...at least one name and at least one address for each of a plurality of **repositories**, said data being at least in part accessible via said at least one communications device...

...that creates, stores, maintains and/or otherwise manipulates one or more lists containing:

- 1) known **repositories**
- 2) **repository** addresses

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whereby one or more entities other than naming system administrators, including persons, organizations...

...other computer systems, owning or having control of an account(s) in one or more **repositories** or at least a portion of the content of an account(s) in one or more **repositories**, and, optionally, one or more third party entities, can locate and discover a communication route(s) to such a **repository** / **repositories** without knowing the name or without knowing the address thereof. 243. A virtual naming system...

...or otherwise manipulating a list(s) of one or more aliases for one or more **repositories**.

249. A virtual naming system according to claim 242 wherein said system comprises data and...1 modifying, processing, registering, and/or otherwise manipulating a list(s) of one or more **repository** ownership certificates. 250. A virtual naming system according to claim 242 wherein said one or...ensures the uniqueness of at least all active labels among said known labels throughout all **repositories** with which it communicates

- 2) said labels respectively comprising data that is one or more...for all labels in said labeling system and all other labeling systems throughout all said **repositories** with which said systems(s) communicate(s). 648. A virtual labeling system according to claim...according to claim 664 wherein said manipulating of said one or more accounts comprises

conducting **transactions** by transmitting assets to 1 0 said account(s), and crediting said account(s) with...

...according to claim 664 wherein said manipulating of said one or more accounts comprises conducting **transactions** by transmitting assets from said account(s), and debiting said account(s) with respect to...12 3 Seventh Aspect

710, .-A method of operating a virtual clearinghouse system for facilitating **transactions** in which the **transaction** participants respectively comprise a first participant which is at least one virtual account or a...

...one

1 1 data storage device

1) clearinghouse software for storing and managing virtual account **repository** connection requests to be implemented at least in part via said at least one communications...

...of direct or indirect

trusting relationships between

a) the clearinghouse system and one or more **repositories** and

b) the clearinghouse system and the second participant;

C. receive in said computer system virtual account

repository connection .

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requests respectively comprising data representing:

1) at least one virtual account **transaction** , comprising such information as

is required to characterize the **transaction**

2) at least one address for a given **repository** / **repositories** in which the

participating account(s) is/are situated and at least one public token...

...manipulating direct or indirect trusted connections via said at least one communications device between the **repository** / **repositories** and at least one of said entity/entities, with which the second participant may be directly or indirectly associated

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or which may be the second participant, and transmitting the **transaction**

information;

whereby the participants can conduct **transactions** with each other without re-neg a direct trusting relationship between the participants.

711. A...

...clearinghouse system to act as a third party intermediary for facilitating one or more escrow **transactions** . 712. A method according to claim 7 1 0 comprising data and/or code cause...

...to act as a third party intermediary for facilitating one or 1 0 more bid **transactions** . 1 1 713. A method according to claim 7 1 0 comprising data and/or...

...system to act as a third party intermediary for facilitating one or more gaming/gatubling **transactions** . 715. A method according to claim 7 1 0 comprising data and/or code for...

...code cause(s) said clearinghouse system to act as an agent for one or more **repositories** . 717. A method according to claim 7 1 0 comprising data and/or code for...

13/3,K/9 (Item 7 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00784135

A SYSTEM, METHOD AND ARTICLE OF MANUFACTURE FOR A LOCALLY ADDRESSABLE

EKD

February 3, 2003

INTERFACE IN A COMMUNICATION SERVICES PATTERNS ENVIRONMENT
SYSTEME, PROCEDE ET ARTICLE DE PRODUCTION METTANT EN OEUVRE UNE INTERFACE
ADRESSABLE LOCALEMENT DANS UN ENVIRONNEMENT DE CONFIGURATIONS DE
SERVICES DE COMMUNICATION

Patent Applicant/Assignee:

ACCENTURE LLP, 1661 Page Mill Road, Palo Alto, CA 94304, US, US
(Residence), US (Nationality)

Inventor(s):

BOWMAN-AMUAH Michel K, 6426 Peak Vista Circle, Colorado Springs, CO 80918
, US,

Legal Representative:

HICKMAN Paul L (agent), Oppenheimer Wolff & Donnelly, LLP, 38th Floor,
2029 Century Park East, Los Angeles, CA 09967-3024, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200116727 A2-A3 20010308 (WO 0116727)

Application: WO 2000US24189 20000831 (PCT/WO US0024189)

Priority Application: US 99387064 19990831

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES

FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD

MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ

VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 151048

Fulltext Availability:

Detailed Description

Detailed Description

... limit outbound traffic if a receiving machine or intermediate node
operates at a slower data **rate** , possibly due to the use of different
network technologies and topologies or due to excess...s credit limit had
been exceeded when provided with a new invoice amount.

Build vs. **Buy**

There is an explosion of components available in the market place and the
ease of accessing and down loading components from the Internet; the
decision to **buy** or build a component is as real as ever. In general
clients expect more justification of a build decision v. a **buy**
decision. Feel out the client and the expectations and requirements they
may have.

Components are...by users with specific parameters. The scheduling of
these reports, the formatting, and/or the **data** requirements are not
known before the request is made, so these factors must be handled...

...triggered based on a business or system event. An example here would be
a printed **trade** slip.

REPORTING APPLICATION FRAMEWORK

Figure 29 shows the major components of the reporting application
framework...s still not clear. Likewise with languages: Will it be Visual
Basic, Java? Tools and **repositories** offer another challenge. Clear
winners have yet to emerge, and newcomers are constantly popping up with
promising **products** . Finally, the legal and commercial market for
buying and **selling** components is not mature. The market for high-level
common business objects is just emerging...a customer is preferred.
Entities themselves can be physical or conceptual.
For example, customers and **products** are physical-you can touch them.
Orders, on the other hand, are conceptual. An order...

16/TI/1 (Item 1 from file: 348)
DIALOG(R)File 348:(c) 2003 European Patent Office. All rts. reserv.

Method for recharging a telephone card for mobile telephones
Verfahren zum Aufladen einer Telefonkarte für Mobilfunkgeräte
Procédé pour recharger une carte téléphonique pour téléphones mobiles

16/TI/2 (Item 1 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

EXTENDED WEB ENABLED MULTI-FEATURED BUSINESS TO BUSINESS COMPUTER SYSTEM
FOR RENTAL VEHICLE SERVICES
SYSTEME INFORMATIQUE INTERENTREPRISES A ELEMENTS MULTIPLES A ACCES INTERNET
POUR SERVICES DE LOCATION DE VEHICULES

16/TI/3 (Item 2 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

NUCLEIC ACID AND CORRESPONDING PROTEIN ENTITLED 162P1E6 USEFUL IN TREATMENT
AND DETECTION OF CANCER
ACIDE NUCLEIQUE ET PROTEINE CORRESPONDANTE NOMMES 162P1E6 UTILES DANS LA
DETECTION ET LE TRAITEMENT D'UN CANCER

16/TI/4 (Item 3 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

NUCLEIC ACID AND CORRESPONDING PROTEIN ENTITLED 184P1E2 USEFUL IN TREATMENT
AND DETECTION OF CANCER
ACIDE NUCLEIQUE ET PROTEINE CORRESPONDANTE INTITULEE 184P1E2, UTILISES DANS
LE TRAITEMENT ET LA DETECTION DE CANCERS

16/TI/5 (Item 4 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

DIGESTIVE SYSTEM RELATED NUCLEIC ACIDS, PROTEINS AND ANTIBODIES
ACIDES NUCLEIQUES, PROTEINES ET ANTICORPS

16/TI/6 (Item 5 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

NUCLEIC ACIDS, PROTEINS, AND ANTIBODIES
ACIDES NUCLEIQUES, PROTEINES ET ANTICORPS

16/TI/7 (Item 6 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

METHOD OF UPDATING COMPUTER CONFIGURATION SETTINGS
PROCEDE DE MISE A JOUR DE PARAMETRES DE CONFIGURATION INFORMATIQUE

16/TI/8 (Item 7 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

METHOD AND DEVICE FOR RELOADING A TELEPHONE CARD FOR MOBILE TELEPHONES OR
ENABLING SAID TELEPHONE CARD TO BE REUSED
PROCEDE ET DISPOSITIF POUR RECHARGER UNE CARTE DE TELEPHONE PORTABLE OU
PERMETTRE SA REUTILISATION

16/TI/9 (Item 8 from file: 349)

DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

METHOD AND DEVICE FOR CALCULATING CHARGES IN TELECOMMUNICATIONS NETWORKS
PROCEDE ET DISPOSITIF POUR LE DECOMPTE DE TAXES DANS DES RESEAUX DE
TELECOMMUNICATION

16/TI/10 (Item 9 from file: 349)

DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

SYSTEM FOR COMPRESSION AND DECOMPRESSION OF AUDIO SIGNALS FOR DIGITAL
TRANSMISSION
SYSTEME DESTINE A LA COMPRESSION ET DECOMPRESSION DE SIGNAUX AUDIO DANS LA
TRANSMISSION NUMERIQUE

16/TI/11 (Item 10 from file: 349)

DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

ASSAYOMATE
AUTOMATE POUR ANALYSES

Set	Items	Description
S1	1343	EPOS OR POS OR (POP NOT SODA) OR POINT(3W) (SALE OR SERVICE OR PURCHASE) OR ECR OR CASH()REGISTER? ? OR CHECKOUT
S2	129	(TRANSACTION? OR PURCHASE? OR BUYING OR BUY OR BOUGHT OR SELL - OR SELLING OR SOLD OR SALE OR TRADE? ? OR TRADING) (3N) (ORIGIN? ? OR ORIGINAT? OR BEGIN? ? OR BEGUN OR BEGINNING OR START? ? OR STARTING OR INCEPTION? OR COMMENC???)
S3	13537	ACCESSORY? OR ATTACHMENT? OR UPGRADE? ? OR UPSALE? OR (UP OR CROSS) (1W)SELL? OR UPSALE? OR ADDON? OR ADDED OR ADDITIONAL - OR REPLACEMENT OR ADJUVANT? OR ANCILLARY? OR AUXILIARY? OR SUPPLEMENT? OR HIGHER()PRICE? ? OR MORE()EXPENSIVE
S4	55470	PRODUCT? ? OR MERCHANDISE? OR GOODS OR WARES OR ITEM? ? OR - SERVICE OR SERVICES
S5	6820	RANKED OR RANKING OR RATE? OR PRIORITIZ? OR PRIORITIS? OR - HIERARCHY? OR (DETERMINE? OR ARRANGE? ? OR ARRANGING OR ASSIGN? - ??) (2W) (LEVEL? ? OR DEGREE? OR EXTENT? OR STRATUM OR STANDING? OR FOOTING? OR STATUS? OR ESHELON? OR TIER?)
S6	1	(S1 OR S2) AND (S3 (5N)S4) AND S5
S7	1	(S1 OR S2) AND (S3 (5N)S5)
S8	7	(S1 OR S2) AND S3 AND S4 AND S5 NOT (S6 OR S7)
S9	17	(S1 OR S2) AND (S4 (5N)S5) NOT (S6 OR S7 OR S8)
S10	10	S9 NOT PD>19970321

6/5/1

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00128800

DOCUMENT TYPE: Review

PRODUCT NAMES: Internet Shopping (840432); Usability Engineering
(834726)

TITLE: Top 5 Reasons Your Customers Abandon Their Shopping Carts...

AUTHOR: Hill, Alice

SOURCE: Small Business Computing, v14 n3 p80(5) Mar 2001

ISSN: 1529-5117

HOME PAGE: <http://www.smalloffice.com>

RECORD TYPE: Review

REVIEW TYPE: Product Analysis

GRADE: Product Analysis, No Rating

One of the biggest problems faced by e-commerce sites is abandonment of shopping carts by consumers who do not have their expectations met. Experienced online shoppers especially have a low tolerance for difficult to navigate sites, hard to find carts, and slow check-out, and will only complete a purchase if the shopping experience is more convenient than offline shopping, says an expert. Various surveys put the rates of shopping cart abandonment between 25 percent and 77 percent, but sites can improve the shopping cart experience by following some rules and instituting some changes. For instance, if a customer cannot find a desired product, the problem may be inconsistent site design. Sites should also make the search box as powerful as possible, since iQVC, for instance, found that more than half of customers use the search box to navigate its site. To make the shopping cart easy to find, sites should put a clearly identified link at the top right corner, and the cart should be available in the same location on every page. Another good idea is to make the shopping cart display dynamic, with only the latest added item showing. Other guidelines for speeding checkout, information security, and faster browsing are described. Sites can speed performance by eliminating useless animation and irritating splash screens.

COMPANY NAME: Vendor Independent (999999)

SPECIAL FEATURE: Charts

DESCRIPTORS: Internet Shopping; Usability Testing; Web Site Design

REVISION DATE: 20010630

7/5/1

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00099477

DOCUMENT TYPE: Review

PRODUCT NAMES: Microsoft Internet Mail (636142); Netscape Navigator (530883); Eudora Pro (631264); Pegasus Mail (421677); BeyondMail Personal Internet Edition (644439)

TITLE: E-Mail Detail

AUTHOR: Richardson, Robert

SOURCE: LAN Magazine, v12 n1 p57(5) Jan 1997

ISSN: 1069-5621

RECORD TYPE: Review

REVIEW TYPE: Product Comparison

GRADE: Product Comparison, No Rating

Microsoft's Microsoft Internet Mail, Netscape Communications' Navigator, QUALCOMM's Eudora Pro, David Harris's Pegasus Mail, and Banyan Systems' BeyondMail are part of a discussion of the different needs of industrial-strength e-mail users and the products they use. Many clients on LANs and WANs can send and receive Internet mail through a corporate Internet gateway, but some clients use no intermediary. They communicate with the mail server using either Internet Messaging Access Protocol 4 (IMAP4) or Post Office Protocol (POP -3). Several clients handle IMAP, a protocol for downloading messages from mail servers, but most clients do not yet support it. Few popular POP -3 clients also support IMAP. Several POP -3 packages are available, including clients from Microsoft, NetManage, Netscape Communications, QUALCOMM, Coordinate.com, David Harris, and CommTouch. Important features for heavy e-mailers include multiple mailboxes; automatic filtering, and hierarchical storage. Lack of any one of these features impacts productivity adversely. The three top contenders are Eudora Pro, Pegasus Mail, and BeyondMail. New features added recently are **hierarchical** folders, support for multiple POP -3 accounts, better address books, and rule-based mail handling. Eudora Pro has a full-functioned filtering system, and users can manage signatures. Pegasus is freeware; it is fast, bug-free, and has most of the features of commercial industrial-strength mailers. BeyondMail has better message sorting and multiple level folders.

COMPANY NAME: Microsoft Corp (112127); Netscape Communications Corp (592625); QUALCOMM Inc (574244); Pegasus Mail (548227); ePresence (376639)

SPECIAL FEATURE: Tables Screen Layouts

DESCRIPTORS: Communications Interfaces; E-Mail; Internet Browsers; Internetworking; LANs; Netscape; Network Software; WANs

REVISION DATE: 20021226

8/5/1

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
(c)2003 Info.Sources Inc. All rts. reserv.

01017485 DOCUMENT TYPE: Product

PRODUCT NAME: Right Touch (017485)

Omron System Inc (533173)
55 E Commerce Dr
Schaumburg, IL 60173 United States
TELEPHONE: (847) 843-0515

RECORD TYPE: Directory

CONTACT: Sales Department

Omron Systems' The Right Touch is a **point of sale (POS)** system and restaurant manager for restaurants, bars, and banquet facilities. The scalable Windows (R) system combines a touchscreen front end with complete back-office applications. The system offers features to manage check payment, order entry, menu planning, and labor scheduling. The order entry system lets waiters quickly enter diners' choices: the system can even display a complete menu using food-choice icons. Other features are one-touch reordering and easy **item** adjustment. Waiters can use Right Touch to open and access their tables' checks. The system then processes any type of payment, automatically splitting and reporting tips, validating checks and verifying credit card data. The Right Touch can also help restaurant managers through its time and attendance system, which tracks hours scheduled, pay **rates**, job codes, and attendance. Using Right Touch, restaurants can plan, price, and modify their menus quickly. Features of the menu module include recipe lookup, menu scanning, and 'daily special' support. **Additional** features of The Right Touch include management reporting and audit trails, end-of-day financials, and role-based security. Options include interfaces to electronic blackboards and property management systems.

DESCRIPTORS: **Point of Sale**; Restaurants; Sales Force Automation; Labor Costing; Time Accounting; Employee Supervision; Scheduling; Hotels; **Service Industries**

HARDWARE: IBM PC & Compatibles
OPERATING SYSTEM: Windows
PROGRAM LANGUAGES: Not Available
TYPE OF PRODUCT: Micro
POTENTIAL USERS: Resorts, Restaurants, Banquet Facilities, Bars, Hotels
PRICE: Available upon request
REVISION DATE: 000000

8/5/2

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00124468 DOCUMENT TYPE: Review

PRODUCT NAMES: Internet Traffic Analysis (840521)

TITLE: Getting personal
AUTHOR: Morgan, Lisa
SOURCE: eCOMMERCE BUSINESS, v1 n1 p64(3) Apr 17, 2000
ISSN: 1529-0077
HOMEPAGE: <http://www.ecommercebusinessdaily.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis

GRADE: Product Analysis, No Rating

A discussion of individualized marketing looks at the use of personalization software that can build more tenacious customer relationships. Tracking of customer behavior on World Wide Web sites can start as soon as the visitor arrives. The visitor's identity is unknown, but personalization can be provided that attunes appearance and behavior of a Web site based on the visitor's browser, access speed, and operating system (OS). Ensuing observations can show frequency of visits, frequency of purchases, average purchase price, types of **products** purchased, viewing time on a specific page, duration at the site for each visit, from what other Web site the visitor came, and the Web site visited upon leaving the site. David Andrews, senior director of solutions marketing for Broadvision, a personalization solution provider, says the value proposition should be consistent because sites that observe individual customers have a higher sales conversion **rate** and a stickier customer base. Andrews uses CircuitCity.com as an example, citing the ability of visitors to register and choose their three favorite stores, check inventory in real time, place orders via the Internet, and select either delivery or pick-up. The site also links to the **point of sale** system to provide Circuit City with a uniform view of its complete customer base. Personalization efforts by American Express emphasize **cross selling** and **up - selling**. Several spokespeople for vendors of personalization software vendors comment.

COMPANY NAME: Vendor Independent (999999)
SPECIAL FEATURE: Charts Buyers Guides
DESCRIPTORS: CRM; Internet Marketing; Internet Traffic Analysis;
Personalization; System Monitoring
REVISION DATE: 20010330

8/5/3

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00122851 DOCUMENT TYPE: Review

PRODUCT NAMES: Excite Inbox (792012); Hotmail (634239); Mail.com
(792004); Pronto Mail (597511); Yahoo! Mail (747971)

TITLE: Free Stuff 2000: Beyond Free-Mail
AUTHOR: Berolucci, Jeff Lake, Matt
SOURCE: PC World, v18 n4 p151(10) Apr 2000
ISSN: 0737-8939
HOMEPAGE: <http://www.pcworld.com>

RECORD TYPE: Review
REVIEW TYPE: Product Comparison
GRADE: Product Comparison, No Rating

Excite Inbox, Hotmail, Mail.com, Pronto Mail, and Yahoo! Mail are free e-mail **services** that are available on any Web-enabled PC, and which are good **supplements** to regular e-mail accounts. Yahoo! Mail and Hotmail's strong features and good overall **service** earn them top marks. AnyDay.com, Excite Planner, Visto.com, and Zkey.com are free personal information managers (PIMs) that provide calendar and contact information via the Web. AnyDay.com has the best management and event-planning features, but does not have file storage or e-mail. Free Internet **service** providers include AltaVista, Freei.net, and NetZero, but they may force users to put up with banner ads in return for the cost savings. Freei.net earns top honors with its long technical support hours and its longer online sessions. Freeservers.com, Geocities, Homestead, Tripod, and Xoom.com are free Web hosting **services** that offer site-building tools, wizards, and templates, but also force the user to put up with banner ads and **pop**-up windows. Homestead has the best page-designing tools, but allows only 12MB of space.

FreeDiskSpace.com, i-Drive, and X:drive offer free Web storage and backup space, but the space is small, and file transfer **rates** are slow.

COMPANY NAME: Excite@Home Inc (609951); Microsoft Corp (112127);
EasyLink **Services** Corp (610712); Commtouch Software Ltd (586927);
Yahoo! Inc (610909)
SPECIAL FEATURE: Tables
DESCRIPTORS: E-Mail; IBM PC & Compatibles; Internet Utilities; Personal
Information Management; Web Hosting
REVISION DATE: 20020321

8/5/4

DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.
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00106663 DOCUMENT TYPE: Review

PRODUCT NAMES: Net-It Now! 1.6 Windows 95 & NT (638617)

TITLE: Net-It Offers Instant Java
AUTHOR: Freund, Jim
SOURCE: Computer Shopper, v18 n1 p672(1) Jan 1998
ISSN: 0886-0556
HOMEPAGE: <http://www.computershopper.com>

RECORD TYPE: Review
REVIEW TYPE: Review
GRADE: A

Net-It Software's Net-It Now! 1.6, a **product** that converts documents produced in Windows 95 and Windows NT applications to Java, allows users to add special effects, **pop** -ups, and navigation buttons. Users can create a sequence of Internet or intranet-enabled pages that are readable by any Java-ready browser. The provided jDoc applet adds only about 37K to the browser, which keeps overhead low, and resultant screens are much more flexible for layout and capability than standard World Wide Web pages. One of the most attractive aspects of the software is its Java-written pages, which can be saved as Marimba channels to make the page a push-enabled site. Users can easily learn and become proficient with Net-It Now!, and the initial conversion process is similar to creating a fax document from inside an application. A printer driver is **added** to Windows, and users can create a document in the application chosen and print it to that driver. This executes Net-It Now!, which shows the pages on the right side of the screen and generates a **hierarchical** table of contents on the left. Users can also drag-and-drop a file onto a Net-It Now! printer icon, which executes the originating program automatically, converts the document, starts Net-It Now!, and allows users to preview results in the default browser.

PRICE: \$295

COMPANY NAME: Informative Graphics Corp (529893)
SPECIAL FEATURE: Screen Layouts Charts
DESCRIPTORS: Authoring Systems; Electronic Publishing; File Conversion;
IBM PC & Compatibles; Internet Utilities; Java; Web Site Design;
Windows; Windows NT/2000
REVISION DATE: 20021125

8/5/5

DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.
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00100453 DOCUMENT TYPE: Review

PRODUCT NAMES: SiteMill 2.0 Beta 1 (587681)

TITLE: SiteMill 2.0 is no heavyweight

AUTHOR: Dugan, Sean

SOURCE: InfoWorld, v19 n8 pIW/1(2) Feb 24, 1997

ISSN: 0199-6649

HOMEPAGE: <http://www.infoworld.com>

RECORD TYPE: Review

REVIEW TYPE: Review

GRADE: C

Adobe Systems' SiteMill 2.0 beta 1, a Macintosh World Wide Web site management tool, lacks tools important to Webmasters for managing an elaborate corporate site. An included FTP utility uploads files, and SiteMill provides a **hierarchical** folder metaphor very similar to the Macintosh file system. SiteMill displays the active hypertext links of each file on the site, whether outgoing or incoming, and provides a **pop**-up list if more than one link is available. Incorrect links are shown in a separate window with remote links; the latter can be checked manually to verify that they work. The file **hierarchy** is a little clumsy because the list becomes longer when folders are opened, and the user continually has to scroll farther down. Users generally open files by double-clicking for editing in any external Web page editor or a browser. However, a displayed thumbnail of each file would have been more useful. If a file is moved, SiteMill asks if the user wants to update the links to the file throughout the site, but users can disable the confirmation window. New links are created with an external Web page editor, changes show immediately in SiteMill, and SiteMill easily renames files and folders. SiteMill is a mediocre **product** in a competitive market, and among improvements needed are increased flexibility and control over link **replacement** and search/replace ability within pages.

COMPANY NAME: Adobe Systems Inc (394173)

SPECIAL FEATURE: Screen Layouts Charts

DESCRIPTORS: Apple Macintosh; Authoring Systems; Configuration Management; Electronic Publishing; File Management; Internet Marketing; Internet Utilities; MacOS; Network Administration; Web Site Design

REVISION DATE: 20020630

8/5/6

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.

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00100187

DOCUMENT TYPE: Review

PRODUCT NAMES: Eudora Pro 3.0 Windows (631264)

TITLE: Eudorable Web Mail

AUTHOR: Vaughan-Nichols, Steven J

SOURCE: Byte, v22 n2 p140(1) Feb 1997

ISSN: 0360-5280

HOMEPAGE: <http://www.byte.com>

RECORD TYPE: Review

REVIEW TYPE: Review

GRADE: A

QUALCOMM's Eudora Pro 3.0 for Windows, a popular e-mail client updated with a new, 32-bit Windows client and greatly enhanced filtering, is **rated** excellent overall, especially for implementation. The mail filtering function is a boon to any user who has to work long hours processing e-mail. Users can choose the Filter option from the Tools menu and set rules for scanning incoming mail. As many as two conditions can be set for any part of a messages header or body. Five actions can be chosen for each

message, including throwing it in the trash, sorting a mail list **item** into its dedicated folder, or using a form letter to respond automatically. Templates, or stationery files, allow users to send identical messages multiple times, and are suitable for such missives as price lists, directions, or any prewritten response. Extended Messaging **Service** Application Programming Interface (EMSAPI) supports e-mail client plug-ins that could at some point in time encrypt or decrypt plain text messages, output digital signatures for users' messages, or verify digitally signed messages, among other features. Point-to-Point Protocol (PPP)/Simple Message Transfer Protocol (SMTP) is more manageable in this **upgrade**, with support for Microsoft Exchange Messaging Application Programming Interface (MAPI) message and e-mail retrieval from multiple **POP** accounts.

PRICE: \$89

COMPANY NAME: QUALCOMM Inc (574244)

SPECIAL FEATURE: Screen Layouts

DESCRIPTORS: E-Mail; IBM PC & Compatibles; Network Software; Windows

REVISION DATE: 19990830

8/5/7

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.

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00073302 DOCUMENT TYPE: Review

PRODUCT NAMES: Manageworks Workgroup Administrator Windows (546216)

TITLE: Manageworks reigns in heterogeneous workgroups

AUTHOR: Sylvester, Tim

SOURCE: digital news & review, v12 n2 p29(2) Jan 23, 1995

ISSN: 0739-4314

RECORD TYPE: Review

REVIEW TYPE: Review

GRADE: A

Manageworks Workgroup Administrator assists computing system managers by easing network management tasks. The object-based network management **product** for Windows has a near-universal user interface for all common network operating systems (NOSs). It is recommended for organizations with more than one NOS or for use by inexperienced network managers. It supports both Digital Equipment (DEC) and non-DEC protocols, using **hierarchical** and map views. Network objects can be NOSs, domains, servers, users, shared volumes, and printers. During a test installation, the browser found all NetWare and LAN Manager servers, and double-clicking the LAN Manager icon brought up the domain. A user was **added** in a **pop**-up window, and optional properties were set for such **items** as logon conditions. Manageworks is integrated with the HubWatch management **product**, available by clicking on a Digital hub on the network map.

COMPANY NAME: Compaq Computer Corp (462977)

SPECIAL FEATURE: Screen Layouts

DESCRIPTORS: IBM PC & Compatibles; Network Administration; Network Management; Network Software; System Monitoring; Windows

REVISION DATE: 20020630

10/5/1

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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01664171 DOCUMENT TYPE: Product

PRODUCT NAME: eFX Internet Trading System (664171)

Spot Systems Inc (422517)
180 Montgomery #1550
San Francisco, CA 94104 United States
TELEPHONE: (415) 982-8150

RECORD TYPE: Directory

CONTACT: Sales Department

eFX Internet Trading System extends banking services to the customers' desks, allowing them immediate access to foreign exchange and international payments **services** utilizing real-time FX **rates**. This Web-enabled, browser-based, foreign exchange product allows corporate customers, branches and correspondents to execute foreign exchange spot and forward **transactions**, drawdown contracts, **originate** drafts and send wires via the Internet from their offices. All transaction requests are submitted to SPOTSERVER, a sophisticated middleware system that provides security, **rate** quotation and limit monitoring **services** during the remote trading process and follow-up status reporting of complete transactions after execution. Upon receiving a quote, the customer has a specified period of time to accept or decline it before it expires. The bank maintains full control of the rates quoted to a customer through a collection of rate and fee schedules, tailored by individual customer and transaction size. After rate acceptance by the customer, the transaction is sent electronically and recorded on a centralized database so that Foreign Exchange, DDA and Wire Systems have immediate access to the information. The set of systems residing at the host location can access the centralized database to reflect the new transaction in real-time..

DESCRIPTORS: Banks; Financial Institutions; OLTP; Global Finance; Foreign Exchange; EFT (Electronic Funds Transfer); E-Banking

HARDWARE: IBM PC & Compatibles
OPERATING SYSTEM: Windows; Windows NT/2000; Open Systems
PROGRAM LANGUAGES: Not Available
TYPE OF PRODUCT: Mainframe; Mini; Micro; Workstation
POTENTIAL USERS: Banks
PRICE: Available upon request
REVISION DATE: 020213

10/5/2

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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01664138 DOCUMENT TYPE: Product

PRODUCT NAME: SPOTSERVER (664138)

Spot Systems Inc (422517)
180 Montgomery #1550
San Francisco, CA 94104 United States
TELEPHONE: (415) 982-8150

RECORD TYPE: Directory

CONTACT: Sales Department

SPOTSERVER allows users to integrate their Internet-based customer remote delivery systems with their banking applications. This sophisticated middleware product becomes a real-time request processing interface between Web-based customer origination products and back-office processing systems. It provides the administration tools required to maintain customer information, limit and exposure controls, foreign exchange rate information, fee schedules, user security and more. The system's functions include: (1) delivering real-time fx rate quotations to customers, allowing full control of **rate** quoting **services**; (2) preventing customers from exceeding exposure limits; (3) monitoring and reporting of remotely issued transactions; and (4) maintaining tiered rate, fee and markup schedules. The system maintains a database containing such **items** as foreign exchange **rates** and fees, FX contracts, FX drawdowns, drafts, wires and other **transactions** **originated** by remote electronic products as well as information supplied by bank-wide transaction processing systems. Information from Foreign Exchange, DDA and Wire Systems can be deposited into this shared database to facilitate information exchange. The product incorporates the most recent technological advances including open database, three-tiered client/server, open system and ODBC database architecture.

DESCRIPTORS: Banks; Financial Institutions; OLTP; Middleware; Global Finance; Foreign Exchange; Pricing; EFT (Electronic Funds Transfer)

HARDWARE: IBM PC & Compatibles
OPERATING SYSTEM: Windows; Windows NT/2000; ODBC
PROGRAM LANGUAGES: Visual Basic
TYPE OF PRODUCT: Micro
POTENTIAL USERS: Banks
PRICE: Available upon request
REVISION DATE: 020213

10/5/3
DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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01008257 DOCUMENT TYPE: Product

PRODUCT NAME: Local Call Analyzer (LCA) (008257)

HTL Telemanagement Ltd (517364)
14435 Cherry Ln Ct #300
Laurel, MD 20707 United States
TELEPHONE: (301) 362-9404

RECORD TYPE: Directory

CONTACT: Sales Department

HTL Telemanagement's Local Call Analyzer (LCA) provides companies with control screens that enable them to monitor and control their local telephone calls. The screen helps users determine the best location or locations for first and subsequent **POP** placements. It lists rates, determines if calls are local, and lists both calling-to and and calling-from telephone numbers. With Local Call Analyzer (LCA), users have complete information about their phone **service**. The **rate** and other information in LCA's database is updated monthly, and users can choose between Windows (R) and Web editions.

DESCRIPTORS: Telephone Companies; Call Accounting; Telecommunications; Message Switching; Telephone Monitoring; Utility Billing

HARDWARE: IBM PC & Compatibles; Hardware Independent
OPERATING SYSTEM: Windows; Excel; Open Systems
PROGRAM LANGUAGES: Not Available

TYPE OF PRODUCT: Micro
POTENTIAL USERS: Telephone Billers, Large Private Telephone Networks, ISPs
PRICE: \$20,000 and up - single user or site in all U.S. states; single
state pricing also available

SERVICES AVAILABLE: Reference database updates
REVISION DATE: 020107

10/5/4

DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.
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01003323 DOCUMENT TYPE: Product

PRODUCT NAME: Retail Furniture System (003323)

Valid Data Inc (083143)
1055 Stewart Ave #13
Bethpage, NY 11714 United States
TELEPHONE: (516) 393-8653

RECORD TYPE: Directory

CONTACT: Sales Department

Retail Furniture System provides automated sales order processing from inception through delivery, and generates purchase orders, pick lists, bills of lading, price tags and sales order copies. Changes in sales orders and cancellations before and after delivery, inventory inquiry and stock reservations are also automated. Tagging of received merchandise automatically allocates received goods for the customers' sales orders, stock and store display. The system handles stock transfer from warehouse to store and store to warehouse and provides an optional accounts payable system including generating checks, optional general ledger, optional payroll and physical inventory. Partial deliveries are automatically handled. Reports include Sales Analysis by Store in units and dollars, inventory valuation, stock transfer, daily and monthly cash receipts, sales tax, sales journal, gross margin analysis, salesperson commissions, aged trial balance by customer and cancellation after delivery. The software highlights understocked and overstocked items by considering the rate of sale, lead time and current commitments, and produces exception reports. It indicates inadequate gross margin sales, and validates all important updates. The system produces an audit trail, and reserves the oldest merchandise first for sales orders. It handles special orders, automatically follows up all customer sales orders and enables stores to reduce the number of cancellations due to delayed delivery by informing the customers of the progress of their orders. Modules include sales order entry and processing, sales analysis, inventory control and accounts receivable. Retail Furniture System also offers bar coding, EDI and bar code POS options.

DESCRIPTORS: Inventory; Sales Analysis; Accounts Receivable; Accounts Payable; General Ledger; Payroll; Furniture & Appliances; Retailers; Accounting; Network Software; Barcoding; Point of Sale; Sales Force Automation

HARDWARE: UNIX; IBM; IBM PC & Compatibles
OPERATING SYSTEM: AIX; UNIX; NetWare; Windows NT/2000
PROGRAM LANGUAGES: BASIC
TYPE OF PRODUCT: Mini; Micro; Workstation
POTENTIAL USERS: Retail Furniture, Appliance Retailers
DATE OF RELEASE: 01/70
PRICE: \$5,000 - \$24,000 - average price

NUMBER OF INSTALLATIONS: 110
DOCUMENTATION AVAILABLE: User manuals

TRAINING AVAILABLE: Training; support contracts available; technical support
SERVICES AVAILABLE: Maintenance; custom programming
REVISION DATE: 010628

10/5/5
DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.
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00098673 DOCUMENT TYPE: Review

PRODUCT NAMES: FirstClass 3.5 Macintosh (365581); Quarterdeck Mail 4.0 Macintosh (610143); QuickMail Pro 1.0 Macintosh (630632)

TITLE: E-Mail Programs
AUTHOR: Beckman, Mel
SOURCE: Macworld, v14 n3 p48(2) Mar 1997
ISSN: 0741-8647
HOMEPAGE: <http://www.macworld.com>

RECORD TYPE: Review
REVIEW TYPE: Review
GRADE: B

SoftArc's FirstClass 3.5, Quarterdeck's StarNine Division's Quarterdeck Mail 4.0, and CE Software's QuickMail Pro 1.0 are e-mail programs for the Macintosh that provide more than standard e-mail features. QuickMail Pro is a client-only product that needs a separate server, while the others are full client/server systems. None of the three provide the multimedia and Internet features that would be required to be considered a revolutionary product. All have a core client application for composition, sending, receiving, reading, searching, sorting, and filing of messages. All three also need a server that acts as a post office for mail sent between users. Quarterdeck Mail and FirstClass have proprietary servers that support AppleTalk, while QuickMail uses Post Office Protocol (POP) 3, the Internet standard. QuickMail Pro's flexible server choices make it more versatile than the others, but the others have the advantage of bundled modules from a single vendor. Quarterdeck Mail and FirstClass have reliable backup methods, routing between message servers, and batch account administration. For Quarterdeck Mail or FirstClass, users can obtain separate Simple Message Transfer Protocol (SMTP) gateway products for Internet connectivity. None of the products provides public key encryption or provides hooks to other encryption tools. FirstClass earns a very good rating, and the other products are rated good overall.

COMPANY NAME: Centrinity Inc (524395); StarNine Technologies Inc (462012); CE Software Inc (232921)
SPECIAL FEATURE: Charts Screen Layouts
DESCRIPTORS: Apple Macintosh; Client/server; E-Mail; LANs; MacOS; Network Software
REVISION DATE: 20010630

10/5/6
DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.
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00088820 DOCUMENT TYPE: Review

PRODUCT NAMES: BorderWare Firewall Server (563234); Check Point Firewall-1 (531731); Firewall for UNIX (603881); Black Hole (600091); CiscoAdvantage Private Internet Exchange (CPIE) (605697)

TITLE: A Flurry of Firewalls
AUTHOR: Bruno, Charles

SOURCE: Network World, v13 n5 p59(7) Jan 29, 1996
ISSN: 0887-7661
HOMEPAGE: <http://www.nwfusion.com>

RECORD TYPE: Review
REVIEW TYPE: Product Comparison
GRADE: Product Comparison, No Rating

A buyer's guide to firewalls **rates** the **products** for flexibility, reporting, logging, alarms features, management interface, price, and performance. Firewall for UNIX and Firewall-1 are the easiest to configure; the latter's vendor, CheckPoint, is an industry leader in managing multiple firewalls from a single console and in combining packet filtering and application proxying technologies. BorderWare Firewall Server is the most comprehensive solution, providing a combined firewall/Internet server that supports FTP, Gopher, Web, news, **POP**, Simple Mail Transfer Protocol (SMTP), Telnet, and Domain Naming Service. Black Hole has the most unique features, and Private Internet Exchange merges NAT and firewall features in a robust package with intuitive configuration features. Firewall for UNIX edges out BorderWare Firewall Server and Firewall-1 for the highest rating by half a star, although its flexibility is only average.

COMPANY NAME: BorderWare Technologies Inc (666033); Check Point Software Technologies Ltd (594644); Compaq Computer Corp (462977); SLMSoft Inc (661511); Cisco Systems Inc (465828)
SPECIAL FEATURE: Buyers Guides Screen Layouts
DESCRIPTORS: Computer Security; Firewalls; Internet Security; Internetworking; Network Administration; Network Software; System Monitoring; UNIX; Webmasters
REVISION DATE: 20020630

10/5/7
DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00081748 DOCUMENT TYPE: Review

PRODUCT NAMES: **PopupFolder 2.0.1** (507351)

TITLE: **PopupFolder 2.0.1**
AUTHOR: Rubin, Ross Scott
SOURCE: MacWEEK, v9 n37 p40(2) Sep 18, 1995
ISSN: 0892-8118
HOMEPAGE: <http://www.macweek.com>

RECORD TYPE: Review
REVIEW TYPE: Review
GRADE: B

Inline Software's and Focus Enhancement's **PopupFolder 2.0.1** for the Macintosh makes a folder act as a hierarchical **pop**-up menu. This release has a more streamlined interface, a new Grab key, an icon bar, and support for 16 levels in a folder. Its hierarchical **pop**-up folders in the Finder open files and drag-and-drop files into folders or to selected applications. The Grab key is an impressive feature that allows the user to reach down into the hard disk **hierarchy** while choosing a file **item**. The user can drag the item to copy it, and can move or make an alias by holding down the Option of Control key, in that order. **PopupFolder** allows drill-down through 16 levels of menus, and the iconic menu imitates the Apple menu. **PopupFolder** is not as full-functioned as **Now Utilities**, but its simple, useful design gets a good overall rating.

PRICE: \$79

COMPANY NAME: Inline Software Inc (536563)

SPECIAL FEATURE: Screen Layouts
DESCRIPTORS: Apple Macintosh; Disk Directories; File Management; MacOS;
Storage Management; System Utilities
REVISION DATE: 20001130

10/5/8

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00081364 DOCUMENT TYPE: Review

PRODUCT NAMES: GoldMine 2.5a (672068); ACE Windows 3.0 (301477);
TeleMagic Enterprise for Windows (013622); ACT! 2.0 Windows (019253)

TITLE: Share the Wealth

AUTHOR: Reichard, Kevin Yakal, Kathy King, Nelson
SOURCE: PC Magazine, v14 n14 p243(23) Aug 1995
ISSN: 0888-8509
HOME PAGE: <http://www.pcmag.com>

RECORD TYPE: Review
REVIEW TYPE: Review
GRADE: A

Contact managers must now function well within a workgroup setting to be effective. Santa Fe Software's Ace for Windows 3.0 is a Windows port of an older DOS product. The contact manager is one of the least expensive reviewed, but it omits many features, such as macros. Symantec's ACT! 2.0 for Windows is very flexible and customizable, but falls behind in workgroup functionality. It does well in scheduling appointments and other events, and **pop**-up calendars and pick lists make data entry faster. The highest-**rated product** is ELAN Software's GoldMine for Windows 2.5a. It includes sophisticated sales-oriented functions and analysis tools, and is very customizable. GoldMine was developed for workgroups, and provides for group scheduling, e-mail, and shared databases. TeleMagic's TeleMagic Enterprise for Windows 1.5 does not require any programming, but is still very customizable and flexible. 12 products are reviewed.

COMPANY NAME: FrontRange Solutions Inc (504793); Santa Fe Software (490636); Telemagic Inc (405108); Interact Commerce Corp (523836)
SPECIAL FEATURE: Buyers Guides Screen Layouts
DESCRIPTORS: Address Books; CRM; Groupware; IBM PC & Compatibles; Personal Information Management; Sales Force Automation; Windows; Windows NT/2000
REVISION DATE: 20010630

10/5/9

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00080052 DOCUMENT TYPE: Review

PRODUCT NAMES: Internet Valet 1.0.1 (573311)

TITLE: Internet Valet: Full-service setup for on-line beginners

AUTHOR: Geller, Tom
SOURCE: MacWEEK, v9 n29 p27(2) Jul 24, 1995
ISSN: 0892-8118
HOME PAGE: <http://www.macweek.com>

RECORD TYPE: Review
REVIEW TYPE: Review
GRADE: A

Software Ventures's Internet Valet 1.0.1 for the Mac gets high marks for its industry-standard shareware, including configuration utility, system-level elements, and a Point-to-Point Protocol (PPP) service account through Instant InterRamp Service. The Enhanced Mosaic World Wide Web browser is included, and Mac System 7 or higher is required. The product is **rated** good overall, with good performance and features, and very good ease of use, documentation, and support. The package provides fast, easy to use functions, but the freeware version of MacPPP's multiple settings for mobile Mac users is not provided. PSINet connection services are reasonably priced, and two plans are available. Businesses lacking information systems departments will like the automated configuration functions, and the product is a good introduction to Internet services.

PRICE: \$50

COMPANY NAME: Software Ventures Corp (398659)
SPECIAL FEATURE: Screen Layouts Charts
DESCRIPTORS: Apple Macintosh; Front Ends; Internet Utilities; MacOS; User Interfaces
REVISION DATE: 20010330

10/5/10
DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00069275 DOCUMENT TYPE: Review

PRODUCT NAMES: Kiplinger's Simply Money 2.0 Windows (472051)

TITLE: Pushbutton Personal Finance
AUTHOR: Yakal, Kathy
SOURCE: Computer Shopper, v14 n10 p388(2) Oct 1994
ISSN: 0886-0556
HOMEPAGE: <http://www.computershopper.com>

RECORD TYPE: Review
REVIEW TYPE: Review
GRADE: A

CA-Simply Money 2.0 is a Windows-based personal finance manager. This latest revision is **rated** highly in comparison with similar **products**. The program is sturdy and has been considerably enhanced by the addition of new functions and interface improvements. More than 50 pre-formatted reports are included, and these may be further customized and stored for recall. A Stock Quote Service is available for public trading. The software supports CheckFree bill payment as well. Simply Money provides unsolicited **pop**-up financial advice, monitors account balances, and informs the user of potential inequities. An assortment of new calculators, free technical support, and a low price tag contribute to the appeal of this product.

PRICE: \$40

COMPANY NAME: Computer Associates International Inc (081957)
SPECIAL FEATURE: Screen Layouts
DESCRIPTORS: EFT (Electronic Funds Transfer); IBM PC & Compatibles; Investment Management; Personal Finance; Windows
REVISION DATE: 19990530

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S3	745871	ACCESSOR? OR ATTACHMENT? OR UPGRADE? ? OR UPSALE? OR (UP OR CROSS) (1W)SELL? OR UPSALE? OR ADDON? OR ADDED OR ADDITIONAL - OR REPLACEMENT OR ADJUVANT? OR ANCILLAR? OR AUXILIAR? OR SUPPLEMENT? OR HIGHER()PRICE? ? OR MORE()EXPENSIVE
S4	2478633	PRODUCT? ? OR MERCHANDISE? OR GOODS OR WARES OR ITEM? ? OR SERVICE OR SERVICES
S5	268329	RANKED OR RANKING OR RATED OR RATING OR PRIORITIZ? OR PRIORITY? OR HIERARCH? OR (DETERMINE? OR ARRANGE? ? OR ARRANGING - OR ASSIGN???) (2W) (LEVEL? ? OR DEGREE? OR EXTENT? OR STRATUM OR STANDING? OR FOOTING? OR STATUS? OR ESHELON? OR TIER?)
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S7	4	(S1 OR S2) AND S3 AND (S4(5N)S5)
S8	19706	(ACCESSOR? OR ATTACHMENT? OR UPGRADE? ? OR ADDON? OR ADDED OR ADDITIONAL OR REPLACEMENT OR AUXILIAR? OR SUPPLEMENT? OR HIGHER()PRICE? ? OR MORE()EXPENSIVE) (3W) (PRODUCT? ? OR MERCHANDISE? OR GOODS OR WARES OR ITEM? ? OR SERVICE? ?)
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S12	33	((S8 OR UPSALE? OR (UP OR CROSS) (1W)SELL? OR UPSALE?) (5N)S5) NOT (S6 OR S7 OR S10 OR S11)
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S14	20	RD (unique items)

6/5/1 (Item 1 from file: 2)
DIALOG(R) File 2:INSPEC
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6802883 INSPEC Abstract Number: B2001-02-6250F-052

Title: GSM point-to-point short message service

Author(s): Narayan, S.

Journal: Telecommunications vol.50, no.3 p.14-22

Publisher: Tech. & Dev. Circle, Sanchar Vikas Bhavan,

Publication Date: May-June 2000 Country of Publication: India

CODEN: TCMSAX ISSN: 0497-1388

SICI: 0497-1388(200005/06)50:3L:14:PPSM;1-V

Material Identity Number: T050-2000-001

Language: English Document Type: Journal Paper (JP)

Treatment: General, Review (G)

Abstract: GSM short message service (GSM-SMS) provides a connectionless transfer of messages with limited size. It operates like a paging service with the added capability that message can pass in both directions and confirmation can be provided to indicate that the sent message has been received. There are two types of short message services. These are cell broadcast service and point-to-point service. This article provides information on the point-to-point short message service (PP-SMS) protocol hierarchy and the mobile originated/terminated (MO/MT) messaging procedures. (0 Refs)

Subfile: B

Descriptors: cellular radio; electronic messaging; paging communication; protocols

Identifiers: GSM; point-to-point short message service; SMS; connectionless transfer; paging service; cell broadcast service; point-to-point protocol hierarchy; mobile originated/terminated messaging; MO/MT messaging; PP-SMS protocol

Class Codes: B6250F (Mobile radio systems); B6150M (Protocols)

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7/5/1 (Item 1 from file: 35)
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01719993 ORDER NO: AADAA-I9950568

Evaluating the effectiveness of user fee increase in improving the quality of care: Government primary health care services in Indonesia

Author: Maeda, Akiko

Degree: Ph.D.

Year: 2000

Corporate Source/Institution: The Johns Hopkins University (0098)

Adviser: Gerard Anderson

Source: VOLUME 60/11-B OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 5463. 216 PAGES

Descriptors: HEALTH SCIENCES, PUBLIC HEALTH ; HEALTH SCIENCES, HEALTH CARE MANAGEMENT

Descriptor Codes: 0573; 0769

User fee increases have been adopted as a means of raising revenues and improving quality of health care in a number of developing countries. The study raises questions of the effectiveness of pricing policies in improving the quality of government primary health care services in Indonesia. The study develops a conceptual model that represents the government health services as a hierarchical organization whose response to a price increase would deviate significantly from that predicted in a competitive market model. The model takes into account the centralized bureaucratic structure of the government health system, in which resource allocation decisions are dictated by central political concerns that are not necessarily motivated by an interest in raising the productivity or quality of care at the point of service delivery. The model also predicts that the dual employment status held by most of the government health workers introduces a competing incentive structure, which could have a countervailing effect on the government efforts to improve quality of care, and suggests that additional revenues generated through an increase in user fees does not necessarily translate into quality improvements.

The study tests these hypotheses empirically using the results of the health facility surveys conducted as part of the Indonesia Resource Mobilization Study (IRMS) in 1991 and 1993. Taking advantage of the panel data structure of the IRMS, the study uses fixed effects model to analyze the changes in the quality and utilization rates of the government Primary Health Care services in response to an increase in user fees. The study finds no significant association between an increase in user fees and a range of service quality indicators, including drug availability, patient satisfaction and clinical quality of care. The study also finds a significant negative correlation between the private practice by the head of the facility and the visits rates to the primary care facility, suggesting that the private practice by government workers may reduce their productivity at the government health facilities. These findings point to the importance of taking into account the organizational structure of the health system in predicting the behavior of government health services.

7/5/2 (Item 2 from file: 35)
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01091067 ORDER NO: AAD89-24276

EMERGENT LEADERSHIP, POWER ORIENTATIONS, AND USE OF TALK

Author: ANDERSON, STEVEN DANIEL

Degree: PH.D.

Year: 1989

Corporate Source/Institution: UNIVERSITY OF DENVER (0061)

Source: VOLUME 50/10-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3104. 259 PAGES

Descriptors: SPEECH COMMUNICATION; SOCIOLOGY, GENERAL

This investigation was designed to describe the relationships between power orientations and emergent leadership and between self-perceived use of talk and emergent leadership. One-hundred-eighty graduate and undergraduate students attended two sessions. In the first session, each person completed the Power Orientation Scale (POS) (Goldberg, Cavanaugh, and Larson, 1983) and the Talk Assessment Survey (TAS) (Wanberg, 1987). In the second session, subjects were randomly selected to work on tasks in initially leaderless, four-person, mixed-gender groups. Subjects then **rated** themselves and others on five **items** pertaining to emergent leadership.

Relationships were analyzed according to simple linear correlations and according to the multiple linear relationships of the constructs "power" and "talk" with both self-perceived leadership (SPL) and other-perceived leadership (OPL). With regard to self-perceived leadership, it was found that the primary talk factors RETICENT (low scores) and SUPPORT were the most salient predictors and the intrapersonal power orientations Charisma, and Resource Dependency (low scores) also contributed variance to this prediction. Of these, RETICENT (low scores), SUPPORT and Power as Charisma also exhibited significant simple linear correlations with SPL. The primary talk factor INFORM had a highly significant correlation with SPL. To a lesser extent, the talk factors FEEDBACK and HELPSEEK were significantly related to SPL.

The primary talk factors SUPPORT and RETICENT (low scores) were the only constructs to contribute significant variance to the prediction of other-perceived leadership. These factors also exhibited significant simple linear correlations with OPL. Also, the primary talk factors INFORM, and to a lesser extent, FEEDBACK were significantly correlated with OPL.

When analyzing the power factors with the second order dimensions of talk, INFORMATIVE, Power as Charisma and Power as Resource Dependency (low scores) were significant predictors of SPL. INFORMATIVE was the only predictor of OPL. Significant simple linear correlations were found for INVOLVEMENT and INFORMATIVE with both self-perceived and other-perceived leadership.

Furthermore, the use of both self-report data and other-report data are valid methods of assessing leadership outcomes in groups. Combining the two types of data **added** to the convergent validity of the study.

7/5/3 (Item 1 from file: 2)
DIALOG(R)File 2:INSPEC
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6802883 INSPEC Abstract Number: B2001-02-6250F-052

Title: GSM point-to- point short message service

Author(s): Narayan, S.

Journal: Telecommunications vol.50, no.3 p.14-22

Publisher: Tech. & Dev. Circle, Sanchar Vikas Bhavan,

Publication Date: May-June 2000 Country of Publication: India

CODEN: TCMSAX ISSN: 0497-1388

SICI: 0497-1388(200005/06)50:3L:14:PPSM;1-V

Material Identity Number: T050-2000-001

Language: English Document Type: Journal Paper (JP)

Treatment: General, Review (G)

Abstract: GSM short message service (GSM-SMS) provides a connectionless transfer of messages with limited size. It operates like a paging service with the **added** capability that message can pass in both directions and confirmation can be provided to indicate that the sent message has been received. There are two types of short message services. These are cell broadcast service and **point-to-point service**. This article provides information on the **point-to-point short message service** (PP-SMS) protocol **hierarchy** and the mobile originated/terminated (MO/MT) messaging procedures. (0 Refs)

Subfile: B

Descriptors: cellular radio; electronic messaging; paging communication;

protocols

Identifiers: GSM; point-to-point short message service ; SMS;
connectionless transfer; paging service; cell broadcast service;
point-to-point protocol hierarchy; mobile originated/terminated messaging;
MO/MT messaging; PP-SMS protocol

Class Codes: B6250F (Mobile radio systems); B6150M (Protocols)
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7/5/4 (Item 1 from file: 233)

DIALOG(R) File 233:Internet & Personal Comp. Abs.

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00654053 02PW01-006

Pop 4 megapixels into your pocket

Aquino, Grace

PC World , January 1, 2002 , v20 n1 p50-51, 2 Page(s)

ISSN: 0737-8939

Company Name: Canon; Olympus America; Pentax

Product Name: Canon PowerShot S40; Olympus Camedia D-40 Zoom; Pentax
Optio 340

Languages: English

Document Type: Buyer and Vendor Guide

Grade (of Product Reviewed): B; B; B

Geographic Location: United States

Presents a buyers' guide to 4-megapixel resolution cameras from three vendors on screen size, photo quality, accessories , and price. Products reviewed and rated on a scale of 1 to 5 are: the Canon PowerShot S40 (\$799) from Canon - 3.5; the Olympus Camedia D-40 Zoom (\$799) from Olympus - 3.5; and the Pentax Optio 340 (\$799) from Pentax - 3. Cites the PowerShot S40's accurate skin tones; svelte design and brushed metal finish of the Camedia D-40 Zoom; and the ability of the Camedia D-40 Zoom to shoot handsome photos and short videos. Notes, however, the grainy quality of the Canon's video clip; the ruddy skin tones produced by the Olympus; and the less-than-stellar quality of snapshots taken by the Pentax. Concludes that it is a tie between the Canon PowerShot S40 and the Olympus Camedia D-40 Zoom in terms of beautiful pictures and versatility, with the Olympus having a slight edge on size. Includes two photos and a product summary.
(NAR)

Descriptors: Digital Camera; Photography; Price; Color; Design;
Digital Video

Identifiers: Canon PowerShot S40; Olympus Camedia D-40 Zoom; Pentax
Optio 340; Canon; Olympus America; Pentax

10/5/1 (Item 1 from file: 233)
DIALOG(R)File 233:Internet & Personal Comp. Abs.
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00654053 02PW01-006

Pop 4 megapixels into your pocket

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(NAR)

Descriptors: Digital Camera; Photography; Price; Color; Design;
Digital Video

Identifiers: Canon PowerShot S40; Olympus Camedia D-40 Zoom; Pentax
Optio 340; Canon; Olympus America; Pentax

01602934 ORDER NO: AAD98-07142

PARENT SATISFACTION WITH SPECIAL EDUCATION SERVICES IN PRESCHOOLS

Author: CEBE, JUANITA

Degree: PH.D.

Year: 1996

Corporate Source/Institution: GALLAUDET UNIVERSITY (0505)

Chair: TERRY R. BERKELEY

Source: VOLUME 58/08-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3081. 192 PAGES

Descriptors: EDUCATION, SPECIAL ; EDUCATION, EARLY CHILDHOOD

Descriptor Codes: 0529; 0518

Parents' satisfaction with special education services provided to their child with a disability is an important consideration for administrators responsible for program development, implementation, and evaluation. The purpose of this study was to determine the extent to which parents were satisfied with the preschool special education services provided to their child and the family (Research Question #1); to explore the nature of the relationship between child and parent/family related variables and the level of parental satisfaction with preschool special education services as measured through program related variables (Research Question #2); and, to investigate parental recommendations for enhancing programming based upon their experience with the services provided to their child and the family (Research Question #3).

A validated instrument consisting of three sections, Parent Satisfaction Survey: Parts A and B and Importance Rating, was used to collect the data for this study. The first section, Part A, was a 28-item researcher-developed survey designed to gather data on child and parent/family related variables. The second section, Part B, provided a means to measure parent satisfaction in relation to program related variables. The third section, Importance Rating, was used to measure the "Parents' Ideal or Expectations."

Data analysis indicated a statistically significant difference between respondents' level of satisfaction (i.e., their perception of the outcome) and their expectations. In addition, four variables were statistically as well as practically significant in relation to level of satisfaction as measured by the mean scores for the Five Goals of Satisfaction: (1) respondents who did not pay for additional services were more satisfied (for all Five Goals of Satisfaction) with their present program than those who did pay for **additional services**; (2) respondents who **rated** their first experience with school system staff regarding their child's disability as Good were more satisfied (for all Five Goals of Satisfaction) with their present program than those who rated their first experience as Not Good; (3) respondents who rated their child's disability as Mild or Moderate were more satisfied (for Goals I-IV) with their present program than those who rated their child's disability as Severe or Profound; and, (4) respondents who paid for the service Physical Therapy and/or Occupational Therapy (PT &/or OT) or the service Speech and Occupational Therapy and/or Physical Therapy (OT &/or PT) were more satisfied (for Goal I) with their present program than those who paid for the service Behavior Modification (only) or with Speech and/or Occupational Therapy (OT). Respondents' written comments supported the statistical results. Practical issues related to program changes and level of satisfaction were addressed as well.

This study attempted to address some of the methodological flaws plaguing early intervention research for the past 30 years. This research will add to the body of knowledge related to the effectiveness of early intervention services for children with disabilities and their families, and has implications for future early intervention program designs and evaluations.

14/5/2 (Item 2 from file: 35)
DIALOG(R)File 35:Dissertation Abs Online
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01443897 ORDER NO: AADAA-IC436617

FRAN BONDELOTS TILL YRKESMAN: LOTSNING I OSTERGOTLAND, 1537-1914

Original Title: FROM PEASANT TO PROFESSIONAL: PILOTING IN OSTERGOTLAND,
1537-1914 (SWEDEN)

Author: BERGMAN, ULF MATS-HENRY
Degree: PH.D.
Year: 1995
Corporate Source/Institution: LUNDS UNIVERSITET (SWEDEN) (0899)
Source: VOLUME 56/04-C OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 884. 404 PAGES
Descriptors: HISTORY, EUROPEAN
Descriptor Codes: 0335
Language: SWEDISH
ISBN: 91-7966-322-2
Publisher: LUND UNIVERSITY PRESS, BOX 141, S-221 00 LUND, SWEDEN

The main theme of this dissertation is a process of professionalization. It describes the gradual development of a spare-time job into a full-time occupation. The study focuses on the farmers of the archipelago in Ostergotland, who piloted both naval vessels and merchant ships. From 1530 onwards they were recruited on a permanent basis, and in the year 1580 they moved from being a pre-professional category of workers to acquiring a semi-professional status. The farmers of certain homesteads were regularly given a remuneration to participate in the work. What these homesteads had in common was their proximity to the main channels, and often on narrow sounds.

During the later part of the 17th century the pilot system in Sweden was reorganised. A clerical **hierarchy** was **added** with foreman **services** at both local and regional levels. The Admiralty issued official authorisations to the archipelago pilots which gave them a monopoly. In the 1696 pilots' ordinance a system was created, under which the pilot service could be operated. It also included a fixed system of promotion at local level. The knowledge of apprentice pilots was from now on tested by the pilot examination.

In the 19th century, the demand for pilot services rose very steeply. It became impossible to combine farming and piloting. In order to separate the two occupations it was necessary to increase the pilots' remuneration. It was not until the late 1870s however, that the majority of them could live on the income of their piloting work alone. Stricter requirements were laid down in the last decade of the 19th century with regard to pilots' professional skills. Practical training improved, but theoretical training was still often rudimentary. The peasant pilots of the 18th and 19th centuries were marked by a very high proportion of internal recruitment. They became a special group with common values, and that outlook survived until the beginning of the 1900s.

14/5/3 (Item 3 from file: 35)
DIALOG(R)File 35:Dissertation Abs Online
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01216501 ORDER NO: AAD92-12694

NURSING STAFF DEVELOPMENT IN THE DEPARTMENT OF VETERAN AFFAIRS NURSING SERVICE (VETERAN AFFAIRS MEDICAL CENTERS)

Author: MCLELLAN, SHIRLEY ANN
Degree: ED.D.
Year: 1991
Corporate Source/Institution: UNIVERSITY OF SOUTH DAKOTA (0203)
Director: ROBERT FREESE
Source: VOLUME 52/12-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 4187. 127 PAGES

Descriptors: EDUCATION, ADULT AND CONTINUING; HEALTH SCIENCES, NURSING;
HEALTH SCIENCES, EDUCATION
Descriptor Codes: 0516; 0569; 0350

This study identified the educational services and related programs that supplement the mandatory requirements for nursing staff in Department of Veteran Affairs medical centers; determined the similarities and differences in the supplemental educational services and related programs provided within and among the four levels of medical centers; and resulted in the construction of a staff development model.

The survey instrument collected data concerning the Levels of the Department of Veteran Affairs medical centers, age range and years of experiences of Associate Chief Nursing Services for Education, identified standards used in staff development programs, examined Associate Chief's Nursing Service for Education perceptions about current staff development programs, identified supplemental educational services and related programs currently used in staff development and elicited suggestions to identify educational services and related programs for a proposed staff development model. Descriptive statistics were used to analyze the data.

One hundred fifty-three Associate Chiefs Nursing Service for Education in the Department of Veteran Affairs were mailed survey instruments. One hundred and nineteen (77.7%) returned the completed survey instrument.

The findings of the study revealed that Level I-Level IV offered the same supplemental educational services and related education program regardless to mission or complexity of medical center. There were few differences between the actual and proposed staff development models.

The most frequently offered programs were: Regional Medical Education Center programs, Tuition Support, Tuition Reimbursement, basic cardiac life support, continuing education programs and inservice education programs (centralized and decentralized).

Masters and baccalaureate nursing programs were chosen more often than associate degree programs. Diploma programs were not included at level IV medical centers, whereas doctoral nursing programs were only associated with university affiliated medical centers.

Supplemental educational services and related programs involving technology, creativity and innovations rated lower than supplemental educational services and related programs used to develop basic skills and competencies. Joint Commission Accreditation of Healthcare Organization was the most frequent standard used by all levels of medical centers.

14/5/4 (Item 4 from file: 35)
DIALOG(R) File 35:Dissertation Abs Online
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01172366 ORDER NO: AAD91-26643

ASSESSING QUALITY AND EFFECTIVENESS IN UNIVERSITY AND COLLEGE ACADEMIC PROGRAMS: A DEMOCRATIC THEORY OF EVALUATION (PEER REVIEW/RATINGS, ACADEMIC PROGRAM EVALUATION, STUDENT DEVELOPMENT)

Author: KOON, JEFFREY WYNTER

Degree: PH.D.

Year: 1990

Corporate Source/Institution: UNIVERSITY OF CALIFORNIA, BERKELEY (0028)

Chairperson: PAUL HEIST

Source: VOLUME 52/04-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 1223. 1869 PAGES

Descriptors: EDUCATION, HIGHER; EDUCATION, CURRICULUM AND INSTRUCTION

Descriptor Codes: 0745; 0727

This treatise demonstrates deficiencies in many evaluative measures, methods, concepts, models and procedures, as applied to the evaluation of academic programs, and offers new syntheses and alternatives, including the "Elements of the Evaluative Act," which provide a theoretical foundation for program evaluation.

Theory and ethics require that a program be evaluated with reference to a comprehensive conceptualization of its consequences and the aspects of

its delivery. Consequences, the "criteria" to be evaluated, refer to value-added quality, not level of quality. But raw value-added needs to be adjusted for expectations (including potential at input), yielding a "value-added outcome." Each criterion has a relative weight and each measure of it has an actual measurement weight. Analyses should be comparative, intra- and inter-institutionally, including in time series, with intercorrelations between measures of outcomes and of program delivery.

The "Elements of Human Development" are formulated as criteria for evaluating student learning and development. Also analyzed are many criteria and traditional measures pertaining to faculty, program, and graduate and undergraduate student quality, including standardized tests of achievement, as well as costs, program mission, etcetera.

Among measures, expert judgments can be most closely fitted to evaluative criteria. The hypothesis is that a program's students are the only ones expert enough to validly assess (rate) the aspects of its delivery, and probably of their own development (and their program's contributions thereto--the value-added outcomes).

Among 55 items rated by students in 26 programs in two disciplinary areas at Berkeley, 91% differentiated significantly between some programs within one or both areas. For five programs rated by different groups over 1-3 year intervals, mean ratings were fairly stable and the relative stability over time for the five sets of 39-43 item means ranged from .81 to .90. For a disciplinary area subsample retested after three months, 58 means were unchanged and the relative stability was .95 (with the median test-retest item reliability at .58). Results from several tests of the criterion-related validity of the students' ratings, though limited in scope, also strongly supported the hypothesis. The study concludes that questionnaire-based student ratings should be a part of all academic program evaluations.

14/5/5 (Item 5 from file: 35)
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01160293 ORDER NO: AAD91-15520

WHAT RESEARCH PARTICIPANTS WANT TO BE TOLD ABOUT PSYCHOLOGICAL RESEARCH: A STUDY OF INFORMED CONSENT DISCLOSURES

Author: SEIGEL, SANDRA KATZ

Degree: PH.D.

Year: 1990

Corporate Source/Institution: SAINT LOUIS UNIVERSITY (0193)

Adviser: JAMES H. KORN

Source: VOLUME 52/01-B OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 506. 205 PAGES

Descriptors: PSYCHOLOGY, GENERAL

Descriptor Codes: 0621

Views toward informed consent disclosures were examined along with attitudes toward participation in psychological research. Eighty undergraduate psychology students were randomly assigned to read descriptions of one of four psychological research studies. They read the studies in four parts corresponding to the four levels of information that participants typically are given in research: recruitment, rationale, participation, and debriefing. After reading each part, participants were interviewed about what they would want to be told before participating. Then they rated their willingness to participate in the research. At the conclusion of this process, they rated the likelihood that they would withdraw their data from the researcher's records. Also, they rated the importance of being told about 15 types of information.

Participants provided an average of 18 responses each during the interviews. There were 14 categories of responses: deception, logistics, method and procedure, the research team, purpose, results, safety and harm, the other person (i.e., the confederate), benefits and incentives, ethical issues, the essay task, the shock, the drug, and the memory task. People

asked most often about the method and procedure, the drug, the essay, safety and harm, the purpose and deception. People were least willing to participate when they read about what it would be like to participate in high stress research. Most participants rated themselves as unlikely to withdraw their data from the researcher's records and there were no differences between groups on this variable. Participants **rated** most of the **additional 15 items** as important to know about before participating and the multivariate test found no significant differences among groups. A factor analysis of this data revealed that four factors explained ratings of importance: information about the participant's contract with the researcher, safety issues, suspiciousness, and the use of the research results. Suggestions for improving informed consent disclosures are discussed.

14/5/6 (Item 6 from file: 35)
DIALOG(R) File 35:Dissertation Abs Online
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822841 ORDER NO: AAD83-22805
**PERCEIVED ROLE OF STATE BUSINESS EDUCATION DIRECTOR AND CONSULTANTS AT THE
COMMUNITY JUNIOR COLLEGE LEVEL IN FLORIDA**

Author: LUSK, T. JANE S.

Degree: ED.D.

Year: 1983

Corporate Source/Institution: FLORIDA ATLANTIC UNIVERSITY (0119)

Source: VOLUME 44/06-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 1672. 126 PAGES

Descriptors: EDUCATION, BUSINESS

Descriptor Codes: 0688

The purpose was to determine what services instructors and administrators who work with business education programs at Florida community junior colleges expect or desire from state business education personnel.

The study sought to determine how the role of state personnel was perceived by business education instructors and department heads, division directors who supervised them, and occupational deans; whether position held, education, years of teaching/supervisory experience, or age had a relationship to perceptions expressed; and whether perceptions would result in profiles for the four groups that would be helpful to state staff.

A six-point Likert-type forced choice questionnaire was developed from review of the literature. It contained 10 major task areas and 38 specific tasks directors and consultants agree they should perform. Respondents supplied additional tasks deemed important. The Statistical Package for the Social Sciences was applied to analyze the data.

Conclusions. Background variables resulted in one age, four position, two education, three teaching experience, and four supervisory experience task ratings with significant differences related to perceptions of supervisory task importance. Six tasks were rated unimportant by over 50% of the respondents and five additional tasks as unimportant by three of the four groups. Combined important and extremely important ratings at or above the 50% level of importance resulted in profiles of services considered important by each group. Eleven **additional services** were listed and **rated** by respondents.

Recommendations. State staff should evaluate services rendered to determine if college personnel consider them important and to learn if adequate services are being provided, should make an effort to provide services that at least 50% of the college personnel consider important, and should disseminate to colleges, universities, and professional groups a listing of services being provided. State staff should encourage college staffs to seek assistance when needed. Those conducting in-service training for colleges should review tasks considered important/unimportant when planning workshops. Teacher education institutions should include in instructional programs information about state services available. Further studies in other states would be helpful to state staffs if multistate

profiles could be compiled and refined.

14/5/7 (Item 7 from file: 35)
DIALOG(R)File 35:Dissertation Abs Online
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817952 ORDER NO: AAD83-18609

**A STUDY TO IDENTIFY THE ESSENTIALS OF ADMINISTRATIVE COMPETENCIES FOR
PUBLIC SCHOOL ADMINISTRATORS OF IRAN**

Author: BAKHSHESHY, GHOLAMABBAS

Degree: PH.D.

Year: 1983

Corporate Source/Institution: THE UNIVERSITY OF UTAH (0240)

Source: VOLUME 44/04-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 919. 154 PAGES

Descriptors: EDUCATION, ADMINISTRATION

Descriptor Codes: 0514

The purpose of this investigation was to identify the administrative competencies appropriate for public school administrators of Iran. The design of the study employed a descriptive research methodology. Two kinds of data were collected and analyzed. The current literature on the principalship in the United States and the available information on the Iranian educational system were reviewed. Also, school administrators in the 50 states were surveyed regarding their certification requirements. Then, to validate and prioritize position competencies for Iranian educational administrators, a questionnaire instrument was designed with a rating scale and sent to a predetermined sample of Iranian individuals currently residing in the United States and Europe.

The sample was composed of Iranian educational experts and graduate students in the field of education and educational administration. They were the most qualified individuals available who possessed expertise and knowledge about the Iranian educational system. A statistical package for social sciences was chosen for the analysis of the returned questionnaires.

The study findings revealed that Iranian public school administrators should possess specific competencies in performing their jobs. The respondents gave high ratings to each competency cluster. Overall, for Iranian educational administration the sample respondents ranked pupil control, discipline and attendance, and working relationships with the office of education as the most important competency clusters. These areas were followed by community services/community relations and financial management. Evaluation and planning of educational programs, research and development, student activities, and **auxiliary services** were **ranked** as the next most important competencies. Personnel administration, school building, and facilities issues were rated as a third level of competency importance. The least essential competency clusters were identified as pupil personnel, counseling, and guidance obligations of administrators in Iran.

14/5/8 (Item 8 from file: 35)
DIALOG(R)File 35:Dissertation Abs Online
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801463 ORDER NO: AAD83-03986

**COUNSELOR CREDENTIALS AND DIRECTIVENESS: INFLUENCE ON PERCEPTIONS OF
COUNSELOR CHARACTERISTICS**

Author: SAMUELIAN, DAVID JOHN

Degree: ED.D.

Year: 1982

Corporate Source/Institution: UNIVERSITY OF MAINE (0113)

Source: VOLUME 43/09-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

The commonly recognized counseling goal of facilitating change in clients implies that counselors may influence clients to alter thoughts, attitudes, feelings, and behaviors. Differences in counselor credentials and appearance, counseling styles, office decor, and counselor sex lead to different perceptions and judgments of counselors. These perceptions may influence clients to alter thoughts, feelings, or behaviors based on expectations of counselor expertness, attractiveness, and trustworthiness.

The focus of this study is on the influence of a counselor's announced level of expertness, the degree of directiveness used by the counselor, and the sex of the counselor upon subjects' ratings of counselor characteristics, counselor effectiveness, and the likelihood for subject self-referral.

Subjects were 240 undergraduate students at the University of Maine at Farmington. They were randomly assigned to one of eight conditions represented by exposure to either a male or female counselor introduced with expert or inexperienced credentials and experience and characterized as using either mildly or strongly directive responses.

After reading a brief counselor introduction and a transcript of a portion of a counseling session, subjects completed the Counselor Rating Form and several additional items. Each of the dependent variables (counselor expertness, attractiveness, trustworthiness, effectiveness, and the likelihood of subject self-referral) were analyzed with a three-way analysis of variance.

The results demonstrated that subjects rated counselors introduced as experts significantly higher on expertness and effectiveness than counselors introduced as being inexperienced. Counselors characterized as using mildly directive responses were rated as more trustworthy and attractive than those using strongly directive counseling responses.

The results demonstrated that it is possible for a brief counselor introduction to influence subjects' perceptions of a counselor. Also, a counselor's level of directiveness leads to different perceptions and evaluations of counselor trustworthiness and attractiveness. There is evidence that male and female subjects may react differently to counselor directiveness.

It was concluded that differences in perceptions of counselors may lead to different counseling outcomes. The possibility that clients as well as subjects may form expectations of counselor performance based on initial impressions of the counselor supports implications for therapeutic change.

14/5/9 (Item 9 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

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758634 ORDER NO: AAD81-22977

DEVELOPMENT OF CONTENT AREAS AND OBJECTIVES FOR A CURRICULUM IN DEATH AND DYING EDUCATION FOR JUNIOR HIGH SCHOOL STUDENTS

Author: SILVERMAN, AILEEN SHAFTEL

Degree: ED.D.

Year: 1981

Corporate Source/Institution: COLUMBIA UNIVERSITY TEACHERS COLLEGE (0055)

Source: VOLUME 42/05-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 1975. 198 PAGES

Descriptors: EDUCATION, HEALTH

Descriptor Codes: 0680

The purpose of this study was to develop appropriate content and objectives for a junior high school Death and Dying curriculum. A preliminary instrument containing content and objectives was prepared using the Tyler Model, an extensive review of the literature, and experts in the

field. This preliminary instrument was modified and approved by a panel of seven authorities.

A modified three-round Delphi Technique was used to gather the data from a panel of fifty experts. The questionnaire instrument was administered by mail to the fifty experts. During Round One the respondents rated each item on a seven-place scale ranging from Unimportant to Essential. The responses were tabulated, recorded, and additional items added at the suggestion of the experts for Round Two. The expanded Round Two instrument was distributed, and the panelists reconsidered their Round One responses, compared them to the group responses, and **rated the additional items**. Where a response fell outside of the majority opinion, the panelists provided a short supporting statement for their response. The additional items listed separately in Round Two were integrated into appropriate categories for Round Three. In Round Three the panelists re-evaluated their Round Two responses and compared them to the group responses. The Round Three responses were then tabulated and analyzed, completing the Delphi process.

The final Round Three instrument was then submitted to a jury of fifty junior high school health teachers with the Delphi panel responses omitted. The teacher jury received one administration of the questionnaire. The responses were then tabulated and analyzed.

The final data reflecting the responses of the Delphi panelists and the teachers are organized into tables providing ratings for inclusion into a "Death and Dying Curriculum for Junior High School Students." The tables contain rankings as follows: Essential (I), Useful (II), and Unimportant (III).

The Delphi panelists responded as follows: of the 127 items, sixty-five (51.2 percent) were rated as Essential (I); sixty-two (48.4 percent) were rated as useful (II); and none were rated as Unimportant (III).

The teacher jury responded as follows: of the 127 total items, twelve (9.5 percent) were rated as Essential (I); seventy-nine (62.2 percent) were rated as Useful (II); and thirty-six (28.3 percent) were rated as Unimportant (III). The responses of the teachers were uniformly less supportive of the items than the responses of the experts. Also, the teachers' responses were wider in range than those of the experts.

The highest ranking categories under the Delphi Method were Influences on Attitudes toward Death, Grief and Bereavement, and The Meaning of Death. Lower rankings were given to Society and Death, and Funeral Customs and Practices. The lowest ratings were given to Religious and Spiritual Beliefs, and Legal and Economic Aspects.

The teacher jury generally supported the Delphi ranking although there were some differences in the ranking of specific categories.

The responses of the Delphi panel that rated all items as essential or useful represented a uniform degree of approval by the experts.

14/5/10 (Item 10 from file: 35)
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690470 ORDER NO: AAD80-18325

THE ANALYSIS OF BIAS IN TEACHER EVALUATION

Author: RETZER, MARY JO

Degree: PH.D.

Year: 1980

Corporate Source/Institution: UNIVERSITY OF PITTSBURGH (0178)

Source: VOLUME 41/02-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 521. 76 PAGES

Descriptors: EDUCATION, CURRICULUM AND INSTRUCTION

Descriptor Codes: 0727

It was the purpose of this study to critically analyze the manipulation of bias in the evaluation of a teacher's performance. Specific

investigations of the null hypothesis were completed to determine acceptance or rejection of the following hypotheses: (1) There is no significant difference in the means of the four treatment group ratings given to personality; (2) There is no significant difference in the means of the four treatment group ratings given to classroom preparation; (3) There is no significant difference in the means of the four treatment group ratings given to technique of instruction; and (4) There is no significant difference in the means of the four treatment group ratings given to pupil reaction.

One hundred male and female part-time graduate subjects participated in this study. These 100 subjects were randomly divided into four treatment groups consisting of 25 subjects in each group. Prior to rating a videotaped reading lesson presented by an elementary teacher, the four treatment groups received the following: (1) All groups were given a copy of the DEBE 333-teacher evaluation form (used in most school districts in the State of Pennsylvania) by which teacher performance was evaluated (1-20) in four categories: (a) Personality, (b) Classroom preparation, (c) Technique of instruction, and (d) Pupil reaction; (2) All treatment groups were given one of four treatments: (a) Positively biased comments about the teacher performance; (b) Negatively biased comments about the teacher performance; (c) Neutrally biased comments about the teacher performance; and (d) No information about the teacher performance. (3) Three groups (positively biased, negatively biased, neutrally biased) were given an additional rating item which stated:

My rating was influenced by the information presented.

1 = No effect by information presented.

20 = Greatly influenced by information.

(4) One group (no information) was given the question:

Would you have preferred more information on this teacher before rating her?

Yes

No

To interpret the ratings of the treatment groups, four one factor analysis of variances were used. The Tukey (HSD) Post Hoc Test was the technique used to measure the significant differences in the means between groups for each category.

The results of the analysis of variances were: (1) For two categories on the DEBE 333 form, there were no significant differences in the means of the four treatment groups' ratings in the categories of personality and classroom preparation. (2) For two categories on the DEBE 333 form, there were significant differences in the means of the four treatment groups' ratings in the categories of technique of instruction and pupil reaction.

These results were then used in the Tukey (HSD) Post Hoc Test and revealed five pairs of means that were significantly different at the .05 level: (1) Neutral group ratings of pupil reaction were significantly different from no information group ratings of pupil reaction; (2) Neutral group ratings of pupil reaction were significantly different from positive group ratings of pupil reaction; (3) Negative group ratings of pupil reaction were significantly different from positive group ratings of pupil reaction; (4) Negative group ratings of technique of instruction were significantly different from positive group ratings of technique of instruction. (5) Negative group ratings of technique of instruction were significantly different from no information group ratings of technique of instruction.

Based on the results of the Tukey (HSD) Post Hoc Test comparisons, two of the null hypotheses were accepted: (1) There is no significant difference in the means of the four treatment group ratings given to personality; (2) There is no significant difference in the means of the four treatment group ratings given to classroom preparation.

Based on the results of the Tukey (HSD) Post Hoc Test comparisons, two of the null hypotheses were rejected: (1) There is no significant difference in the means of the four treatment group ratings given to technique of instruction; (2) There is no significant difference in the means of the four treatment group ratings given to pupil reaction.

The additional rating item, which asked if information presented prior to viewing tape influenced raters revealed that the

positive group and no information treatment groups claimed a low degree of influence. The negative and neutral treatment groups showed higher degrees of reported influence. The results of the Tukey (HSD) support these groups' perceptions.

14/5/11 (Item 1 from file: 2)
DIALOG(R) File 2:INSPEC
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5801165 INSPEC Abstract Number: B9802-7210B-051, C9802-7410H-065

Title: Serial replacement maintenance philosophies and multiple-failure diagnostic strategies: a marriage of multiple-fault integrity and common cause sensibility

Author(s): Gould, E.

Author Affiliation: DSI Int., Orange, CA, USA

Conference Title: 1997 IEEE Autotestcon Proceedings. AUTOTESTCON '97. IEEE Systems Readiness Technology Conference. Systems Readiness Supporting Global Needs and Awareness in the 21st Century (Cat. No.97CH36120) p. 446-54

Publisher: IEEE, New York, NY, USA

Publication Date: 1997 Country of Publication: USA 703 pp.

ISBN: 0 7803 4162 7 Material Identity Number: XX97-02500

U.S. Copyright Clearance Center Code: 0 7803 4162 7/97/\$5.00

Conference Title: 1997 IEEE Autotestcon Proceedings AUTOTESTCON '97. IEEE Systems Readiness Technology Conference. Systems Readiness Supporting Global Needs and Awareness in the 21st Century

Conference Sponsor: IEEE Aerosp. & Electron. Syst. Soc. and Instrum. & Meas. Soc.; IEEE Los Angeles Council

Conference Date: 22-25 Sept. 1997 Conference Location: Anaheim, CA, USA

Language: English Document Type: Conference Paper (PA)

Treatment: Theoretical (T)

Abstract: This paper discusses several methodological considerations associated with the incorporation of serial replacement maintenance philosophies into multiple-failure diagnostic strategies. If the serial replacement of items within isolated ambiguity groups is prioritized using isolation probabilities instead of failure probabilities then the resultant diagnostics are capable of exhibiting both the empirical common sense often attributed to single-fault isolation and the integrity and consistency inherent to multiple-failure diagnostics. Isolation probabilities may also be used to calculate the fault resolution statistics upon which many assessments of testability and diagnostic effectiveness are based. If is important, however, that multiple isolations be simulated for each combination of failed components, both in order to prevent the statistics from being skewed toward primary isolations and to allow the group sizes recorded for serially replaced components to properly reflect the topology of the device or system being diagnosed. The simulation of multiple isolations for each failure combination is also essential for the generation of accurate false removal predictions. Statistics based upon the serial replacement of fault groups isolated by a multiple-failure diagnostic strategy can allow design-phase assessments to more accurately predict the performance of fielded diagnostics, thereby allowing timely measures to be taken to reduce the overall cost of ownership. (3 Refs)

Subfile: B C

Descriptors: automatic testing; electronic equipment testing; fault diagnosis; maintenance engineering; probability; statistical analysis

Identifiers: serial replacement maintenance; multiple-failure diagnostic; multiple-fault integrity; isolation probabilities; failure probabilities; topology

Class Codes: B7210B (Automatic test and measurement systems); B0160 (Plant engineering, maintenance and safety); B0240Z (Other topics in statistics); C7410H (Computerised instrumentation); C1140Z (Other topics in statistics); C7410D (Electronic engineering computing)

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14/5/12 (Item 2 from file: 2)
DIALOG(R)File 2:INSPEC
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4710782 INSPEC Abstract Number: C9408-7140-014

Title: Classification of Parkinson rating-scale-data using a selforganising neural net

Author(s): Fritsch, T.; Kraus, P.H.; Przuntek, H.; Tran-Gia, P.

Author Affiliation: Inst. of Comput. Sci., Wuerzburg Univ., Germany
p.93-8 vol.1

Publisher: IEEE, New York, NY, USA

Publication Date: 1993 Country of Publication: USA 3 vol. xxiv+1983
pp.

ISBN: 0 7803 0999 5

U.S. Copyright Clearance Center Code: 0 7803 0999 5/93/\$03.00

Conference Title: Proceedings of 1993 IEEE International Conference on Neural Networks (ICNN '93)

Conference Sponsor: IEEE

Conference Date: 28 March-1 April 1993 Conference Location: San Francisco, CA, USA

Language: English Document Type: Conference Paper (PA)

Treatment: Applications (A)

Abstract: An application of a self-organizing neural net of Kohonen type to the data of 666 de-novo Parkinsonian patients of a multicenter study is presented. The data to be learned are the ten items of the Webster rating scale and one additional item with four stages, following the classification by Hoehn and Yahr. Multivariate linear statistical methods are applied to the data, yielding linear models, which are able to derive the Hoehn and Yahr staging from the staging of the Webster rating scale. The methods succeed with a quote of correct classification of about 50%. In contrast to these unsatisfying results, a Kohonen net with 40*40 neurons achieves a surprisingly high classification rate of approximately 90% for the four stages of Hoehn and Yahr. (6 Refs)

Subfile: C

Descriptors: medical administrative data processing; self-organising feature maps

Identifiers: multivariate linear statistical methods; Parkinson rating-scale-data; selforganising neural net; Kohonen type; Parkinsonian patients; Webster rating scale; linear models; correct classification; classification rate

Class Codes: C7140 (Medical administration); C5290 (Neural computing techniques)

14/5/13 (Item 1 from file: 233)
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00432480 96MA08-209

Visual FoxPro 3.0 for the Mac is a slow, unwieldy app -- Microsoft's bloated database has performance reminiscent of Word 6

Tews, Carey; Hall, Christopher

MacWEEK , August 19, 1996 , v10 n32 p33, 36, 2 Page(s)

ISSN: 0892-8118

Company Name: Microsoft

Product Name: Visual FoxPro for Macintosh

Languages: English

Document Type: Software Review

Grade (of Product Reviewed): D

Hardware/Software Compatibility: Macintosh; Power Macintosh

Geographic Location: United States

Presents an unfavorable review of Visual Fox Pro v3.0 for Macintosh (\$499; \$249, upgrade; \$299, competitive upgrade), a database and application development program from Microsoft Corp. of Redmond, WA (206,

800). Includes a number of new database development, administration, and object-oriented application development features. However, points out that the program is now suffering from ``feature bloat,`` and emphasizes that speed, performance, and screen management are sorely lacking. Also complains of the jum color table manipulations and screen redraws that are commo ported Windows applications, and its tendency to crash if a stand-alone application was saved incorrectly. Concludes that this program is too slow for a PowerMac system, and recommends that anyone considering it as a new product, rather than an **upgrade**, consider another **product**.
Rated two out of five diamonds. Includes two screen displays and one scorecard. (kgh)

Descriptors: Database; Data Base Management; Application Development; Object-oriented Programming; Software Review; Macintosh Compatible
Identifiers: Visual FoxPro for Macintosh; Microsoft

14/5/14 (Item 2 from file: 233)
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00363636 94WN10-074

Conner Peripherals Tape-Stor 250

Strauss, Karen; Yegulalp, Serdar
Windows Magazine , October 1, 1994 , v5 n10 p297-300, 2 Page(s)
ISSN: 1060-1066

Company Name: Conner Peripherals
Product Name: Tape-Stor 250 Parallel Port
Languages: English
Document Type: Hardware Review

Grade (of Product Reviewed): B
Hardware/Software Compatibility: IBM PC Compatible; Microsoft Windows
Geographic Location: United States

Presents a favorable review of Tape-Stor 250 Parallel Port (\$349), an external tape drive from Conner Peripherals Inc. (800, 714). Says that the Tape-Stor 250 performed slightly slower in throughput testing than its competitors and provides only a basic software package. Contends, however, that although its speed is a bit slower, it is still a very good performer and provides a standard PC power cord for portability. Concludes that users may want to buy a backup program with more features to **supplement** this **product**. **Rated** an A for construction and installation, a B for throughput and portability, and a C for bundled software. Includes one photo and a product summary. (CH)

Descriptors: Tape Drive; Backup; Bundled Software; Hardware Review
Identifiers: Tape-Stor 250 Parallel Port; Conner Peripherals

14/5/15 (Item 3 from file: 233)
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00348417 94PW05-039

MicroSource Tempest 486 PCI

Farrance, Rex
PC World , May 1, 1994 , v12 n5 p179, 1 Page(s)
ISSN: 0737-8939

Company Name: MicroSource
Product Name: MicroSource Tempest 486 PCI
Languages: English
Document Type: Hardware Review
Grade (of Product Reviewed): C
Geographic Location: United States

Presents a mixed review of the MicroSource Tempest 486 PCI (\$3,550), a 66MHz 486DX2-based system from MicroSource (800, 818). The system reviewed included 8MB RAM with 256K cache, 1GB SCSI hard drive, PCI graphics accelerator with 1MB DRAM, and a 17-inch monitor with a refresh rate of 72 Hz at 1,280-by-1,024. Expandability is good, the system offers six free

drive bays, one free PCI slot, and four free 16-bit ISA slots. Benchmark performance of the system was approximately 15 percent behind that of a typical 486DX2/66. The system's documentation is poorly written and does not provide the illustrations necessary to aid beginning users to do upgrades. Service and support are rated good. The large hard disk and monitor are attractive features, but lackluster performance keeps this system out of the Power Desktop Top 20. Includes one photo. (djd)

Descriptors: Microcomputer System; 80486; Hardware Review

Identifiers: MicroSource Tempest 486 PCI; MicroSource

14/5/16 (Item 4 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00316057 93IW06-018

Unisys 486/66 offers intriguing extras, above-average speed -- Features built-in SCSI, Ethernet interface

Zittle, Tim; Nash, Siobhan

InfoWorld, June 7, 1993, v15 n23 p86, 1 Page(s)

ISSN: 0199-6649

Company Name: Unisys

Product Name: Unisys PW2 Advantage Plus 4666

Languages: English

Document Type: Hardware Review

Grade (of Product Reviewed): B

Geographic Location: United States

Presents a favorable review of the Unisys PW2 Advantage Plus 4666 (\$4,694), a 66-MHz 486DX2 EISA computer from Unisys Corp. of Blue Bell, PA (800). Features Unisys motherboard; two serial, one parallel, and one mouse ports; 200-watt power supply; enhanced keyboard; built-in ATI Super VGA with 1MB of RAM; 340MB Seagate hard disk with SCSI 1:1 controller; 1.44MB, 3.5-inch floppy drive; 8MB of 70ns RAM, 128MB maximum; 256K maximum external RAM cache; DOS; Windows; and mouse. Says it is fast; it has built-in SCSI, Super VGA and Ethernet; and it has very good expandability; but it is **more expensive** than other **products** in its class. **Rated 7.7** overall and received the InfoWorld Buyers Assurance Seal. Contains one photograph, ratings in 10 categories, a product summary and a table of benchmark test results. (cr)

Descriptors: 80486; EISA; Microcomputer System; Hardware Review; Benchmark Testing

Identifiers: Unisys PW2 Advantage Plus 4666; Unisys

14/5/17 (Item 5 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00303287 93IW02-152

Visual Basic 2.0 shows more maturity -- Improvements make it a viable Windows programming tool for professional developers

DelRossi, Robert A

InfoWorld, February 8, 1993, v15 n6 p57-58, 2 Page(s)

ISSN: 0199-6649

Company Name: Microsoft

Product Name: Visual Basic

Languages: English

Document Type: Software Review

Grade (of Product Reviewed): A

Hardware/Software Compatibility: IBM PC AT; IBM PC AT Compatible; Microsoft Windows

Geographic Location: United States

Presents a very favorable review of Visual Basic for Windows v. 2.0 (\$495, Professional version; \$199, Standard edition), an upgrade of the Windows development language from Microsoft of Redmond, WA (800). Requires a 286 or higher, Windows 3.0 or later, 1MB of RAM, and a mouse. Says that

this version includes many new features that raise it to a full-fledged, fast application development environment for users in several levels of expertise; it is easy to use; it offers improved performance and capacity; and you can view and select icons from an included library; but you cannot create Dynamic Link Libraries; and it does not generate stand-alone executable files. Concludes that it is a 'well-implemented upgrade to an innovative product .' Rated 9.0 overall and received the InfoWorld Recommended Product Award. Includes two screen displays, ratings in nine categories, and a product summary. (jlb)

Descriptors: Basic; Programming Language; Product Development; Software Review; Window Software

Identifiers: Visual Basic; Microsoft

14/5/18 (Item 6 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00288432 92IW09-352

CA-Clipper Version 5.0.1

Duncan, Judy; Chiu, Peter; Wonnacott, Laura; Mathews, Carla

InfoWorld , September 28, 1992 , v14 n39 p64-78, 5 Page(s)

ISSN: 0199-6649

Company Name: Computer Associates International

Product Name: CA-Clipper

Languages: English

Document Type: Software Review

Grade (of Product Reviewed): C

Geographic Location: United States

Presents a mixed review of CA-Clipper v. 5.0.1 (\$795), a multiuser programmable database from Computer Associates of Islandia, NY (800). Says that it comes with a language, preprocessor, compiler, linker, and associated utilities; its debugger is outstanding; its open architecture gives developers the freedom to tailor the database for specific needs; and applications can be distributed royalty free; but the environment is incomplete and must be supplemented with third-party products . Rated 5.0 overall. Includes one screen display and ratings and discussions in 16 categories. (jlb)

Descriptors: Data Base Management; Multiuser Systems; Software Review; Database

Identifiers: CA-Clipper; Computer Associates International

14/5/19 (Item 7 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00115863 86IW01-105

Numeric rating system added to enhance product reviews

Anon

InfoWorld , Jan 13 1986 , v8 n2 p1, 1 Pages

ISSN: 0199-6649

Languages: English

Document Type: Article

Geographic Location: United States

Announces that InfoWorld will now rate products on a scale of 1 to 10 in addition to its other capsule summaries.

Descriptors: MAGAZINES

14/5/20 (Item 8 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00043179 8248201

\$100 reward for Lisa photo

Dvorak, John

InfoWorld , Nov 29 1982 , v4 n47 p64-66, 3 pages

ISSN: 0199-6649

Languages: English

Document Type: Column

Geographic Location: United States

Includes a response from an 80 Micro columnist to Melen's Law of Performance. List six factors for merit **rating** including: speed of operation, **added** memory options, price, **service** , peripheral ratings and software support.

Descriptors: *Microcomputer System; *Benchmark Testing

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 (c) 1999 The Gale Group
 File 634:San Jose Mercury Jun 1985-2003/Feb 01
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 File 148:Gale Group Trade & Industry DB 1976-2003/Feb 03
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 File 20:Dialog Global Reporter 1997-2003/Feb 03
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S6	3	S5 NOT PD>19970321
S7	718	(S2 OR S3 OR S4) AND ((TRANSACTION? OR PURCHASE? OR BUYING OR BUY OR BOUGHT OR SELL OR SELLING OR SOLD OR SALE OR CHECKOUT) - (3N) (COMMENCE???) OR DURING OR WHILE OR SYNCHRONOUS?))
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S10	6	RD (unique items)
S11	49	(S2 OR S3 OR S4) (S) ((TRANSACTION? OR PURCHASE? OR BUYING OR BUY OR BOUGHT OR SELL OR SELLING OR SOLD OR SALE OR CHECKOUT) (3N) (COMMENCE???) OR DURING OR WHILE OR SYNCHRONOUS?)) NOT S8
S12	6	S11 NOT PD>19970321

S13 4 S2 AND (UPGRADE? ? OR UPSELL? OR (UP OR CROSS) (1W)SELL? OR
 UPSALE?) AND (EPOS OR POS OR POINT(1W) (SALE OR SERVICE OR PUR-
 CHASE) OR ECR OR CASH()REGISTER? ?) NOT (S5 OR S6 OR S9 OR S11
 OR S12)
 S14 1045 (S1 OR (UPGRADE? ? OR UPSELL? OR (UP OR CROSS) (1W)SELL? OR
 UPSALE?)) (S) (RANKED OR RANKING OR RATED OR RATING OR PRIORITI-
 Z? OR PRIORITIS? OR HIERARCH?) AND (EPOS OR POS OR POINT(1W) (-
 SALE OR SERVICE OR PURCHASE) OR ECR OR CASH()REGISTER? ?)
 S15 153 (S1 OR (UPGRADE? ? OR UPSELL? OR (UP OR CROSS) (1W)SELL? OR
 UPSALE?)) (S) (RANKED OR RANKING OR RATED OR RATING OR PRIORITI-
 Z? OR PRIORITIS? OR HIERARCH?) (S) (EPOS OR POS OR POINT(1W) (SA-
 LE OR SERVICE OR PURCHASE) OR ECR OR CASH()REGISTER? ?)
 S16 23 S15 NOT PY>1997
 S17 18 RD (unique items)
 S18 7928 (S1 OR (UPGRADE? ? OR UPSELL? OR (UP OR CROSS) (1W)SELL? OR
 UPSALE?)) (20N) (EPOS OR POS OR POINT(1W) (SALE OR SERVICE OR PU-
 RCHASE) OR ECR OR CASH()REGISTER? ?) NOT (S5 OR S6 OR S9 OR S-
 11 OR S12 OR S16)

6/3,K/1 (Item 1 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
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01052394

Debit Cards Gain Popularity--with Members, Too
(United Airlines Credit Union will join the debit card trend as they make plans to issue one of their own early in 1995)

American Banker, v. 159, n. 179, p. 6

September 16, 1994

DOCUMENT TYPE: Journal ISSN: 0002-7561 (United States)

LANGUAGE: English RECORD TYPE: Abstract

ABSTRACT:

...800 credit unions, conducted by the Credit Union National Association (CUNA), revealed that debit cards **ranked** first among **products** likely to be **added** by credit unions in 1995. Elizabeth Taylor Quilliam, vice president of sales and electronic funds...

...increasing the variety of products that they offer, including the debit cards. MasterCard's Maestro **point -of- sale** debit program includes 168 credit unions in the total of 623 financial institutions. One of...

...assessed from merchants based on card transactions, is generated by the cards. "On-line," or **point -of- sale**, cards generate a flat rate per transaction, while off-line cards generate a percentage of...

6/3,K/2 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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02165233 SUPPLIER NUMBER: 03376142 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Accessories. (Fall-Winter Selling and Merchandising Guide)

Automotive Marketing, v13, p58(1)

Aug, 1984

ISSN: 0193-3264 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 945 LINE COUNT: 00071

... page color insert in local papers to advertise wiper blades as well as other winter **accessories**. Newspapers were **rated** tops by our retail panel when it comes to promoting winter accessories. Flyers came in second followed by **point -of- purchase** displays. Be a Booster Booster
Once the basic winter safety needs are filled by headlights...

6/3,K/3 (Item 1 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
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26060001

Canada NewsWire summary of releases for Thursday, November 14, 2002

CANADA NEWSWIRE

November 14, 2002

JOURNAL CODE: WCNW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 3915

...Wireless GSM/GPRS Network (Rogers- Intermec-Tech) C2014 - TORONTO :
Ingenico Launches the Elite 790 Wireless **Point of Sale** Terminal on the
Rogers AT&T Wireless GSM/GPRS Network (Ingenico-AT&T-product) C2025...

10/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00981225 96-30618

Air Products, L'Air Liquide get opposite reviews

Henry, Brian

Chemical Marketing Reporter v247n7 PP: 23 Feb 13, 1995

ISSN: 0090-0907 JRNL CODE: CHM

WORD COUNT: 397

...TEXT: stocks is not the same.

David Manlowe, a specialty chemical analyst at PaineWebber Inc., has upgraded his rating of Air Products stock from "attractive" to "buy," while Peter Houghton, a chemical analyst with J.P. Morgan Securities Ltd., has downgraded his rating...

10/3,K/2 (Item 1 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2003 Financial Times Ltd. All rts. reserv.

0006047513 B0BJGB6AB7FT

US Money and Credit: Traders still sure easing will come

NIKKI TAIT

Financial Times, P 22

Monday, October 7, 1991

DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

Word Count: 899

...Thursday.

If all goes smoothly, the deal will mean that RJR sheds its 'highly leveraged transaction' status, while rating agencies may even upgrade some of its debt from the 'junk' to 'investment grade' category.

Although RJR shares slipped...

10/3,K/3 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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03754247 Supplier Number: 45330793 (USE FORMAT 7 FOR FULLTEXT)

Air Products, L'Air Liquide Get Opposite Reviews

Chemical Marketing Reporter, p23

Feb 13, 1995

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Tabloid; Trade

Word Count: 399

David Maulowe, a specialty chemical analyst at PaineWebber Inc., has upgraded his rating of Air Products stock from "attractive" to "buy," while Peter Houghton, a chemical analyst with J.P. Morgan Securities Ltd., has downgraded his rating...

10/3,K/4 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

06090988 SUPPLIER NUMBER: 12442233 (USE FORMAT 7 OR 9 FOR FULL TEXT)

When Home Depot comes to town. (competing with the expansion of home center store chain Home Depot) (includes related article on Home Depot's stock price) (Competitive Strategies, Part 2)

Cory, Jim
Chilton's Hardware Age, v229, n7, p81(7)
July, 1992
ISSN: 8755-254X LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 4066 LINE COUNT: 00326

... seriously by investors, and cites the fact that in its wake, one Boston investment firm **upgraded** its **rating** for Home Depot stock "from a buy to a strong **buy**."

Indeed, **while** some experts agree with Gold at least in her argument that Home Depot stock is...

10/3,K/5 (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

04620466 SUPPLIER NUMBER: 09354835 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Savvy marketers customize for C-stores. (convenience stores)
Friedman, Marty
Prepared Foods, v159, n3, p120(2)
March, 1990
ISSN: 0747-2536 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 824 LINE COUNT: 00067

... Approximately 83% of convenience stores offer prepared foods. Fast food represents 15% of merchandise sales, **ranking** second to tobacco **products**. High-margin, value- **added** prepared foods meet the needs of today's time-pressed consumers. There is no waiting in long supermarket **checkout** lines, no lingering **while** food is being cooked or served, and usually no parking hassles. Today's convenience stores...

10/3,K/6 (Item 1 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

26120875 (USE FORMAT 7 OR 9 FOR FULLTEXT)
CEO of Indianapolis Wireless-Phone Supplier Leads Company Turnaround
Jack Naudi
KRTBN KNIGHT-RIDDER TRIBUNE BUSINESS NEWS - THE INDIANAPOLIS STAR AND
November 18, 2002
JOURNAL CODE: KISN LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 1820

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... call this month, the lone analyst covering the company, Brian Modoff of Deutsche Bank Securities, **upgraded** his **rating** from a hold to a **buy**.

" **While** the growth prospects for the industry and the company are unclear, the company's focus...

12/3,K/1 (Item 1 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

01052394

Debit Cards Gain Popularity--with Members, Too

(United Airlines Credit Union will join the debit card trend as they make plans to issue one of their own early in 1995)

American Banker, v 159, n 179, p 6

September 16, 1994

DOCUMENT TYPE: Journal ISSN: 0002-7561 (United States)

LANGUAGE: English RECORD TYPE: Abstract

ABSTRACT:

...800 credit unions, conducted by the Credit Union National Association (CUNA), revealed that debit cards **ranked** first among **products** likely to be **added** by credit unions in 1995. Elizabeth Taylor Quilliam, vice president of sales and electronic funds...

...by the cards. "On-line," or point-of-sale, cards generate a flat rate per **transaction**, while off-line cards generate a percentage of each transaction. Article also discussed a few specific...

12/3,K/2 (Item 1 from file: 624)
DIALOG(R)File 624:McGraw-Hill Publications
(c) 2003 McGraw-Hill Co. Inc. All rts. reserv.

0294230

GUNDLE POISED FOR MAJOR GROWTH FROM LANDFILL LINER BUSINESS

Integrated Waste Management April 3, 1991; Pg 5

Journal Code: WER ISSN: 1049-1562

Word Count: 676 *Full text available in Formats 5, 7 and 9*

TEXT:

... said Gundle's earnings momentum was building and the company's shares appeared undervalued. He **upgraded** Alex. Brown's **rating** of the shares from neutral to buy. "Gundle's backlog was up substantially and margins were holding steady," Schweich said in support of the **buy** rating.

Schweich said while Gundle's latest results do not erase all the memories of missed earnings targets, Gundle...

12/3,K/3 (Item 1 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

01961397

HECHINGER CO. ANNOUNCES FIRST QUARTER EARNINGS

PR Newswire May 24, 1988 p. 1

...company s square footage by 19 percent, adding 1,097,000 square feet of additional **selling** and storage space **during** the quarter. The company now operates 71 Hechinger stores and 10 Home Quarters stores in...

... that they were also pleased to note that, in March, Standard and Poor's had **upgraded** their **rating** of the company's common shares to "A." This upgrade is the result of the...

12/3,K/4 (Item 1 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

27200218 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Event Brief of Citigroup's Fourth Quarter And Full-Year 2002 Earnings
Review - Final - Part 1

FAIR DISCLOSURE WIRE

January 21, 2003

JOURNAL CODE: WFDW LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 4300

... in total, including trust preferred. 7. Capital ratios, both tier one and total improved, achieved **rating upgrade** from Fitch to AA+, maintained other ratings from Moody's and S&P. S6. 4Q02...

12/3,K/5 (Item 2 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

26464916

Market Gains On Divestment Decision

FINANCIAL EXPRESS

December 07, 2002

JOURNAL CODE: WFEX LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 548

... on Friday. As per reports, the divestment in HPCL would be carried out through strategic **sale**, while BPCL would be divested through the market route. Frontline IT stocks like Infosys, Satyam Computer...

12/3,K/6 (Item 3 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

25889317

RUSSIA: CREDITORS OPPOSE RAISING RUSSIA'S RATING
INFOPROD

November 06, 2002

JOURNAL CODE: WINP LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 203

... the conversion process." The EMCA has "repeatedly accused Russian officials of deliberately delaying the verification while **buying up** (these) debts through shell companies," gazeta.ru reported on 2 November, since their value...

13/3,K/1 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

08781690 Supplier Number: 76407787 (USE FORMAT 7 FOR FULLTEXT)
Dunlop brand hoping for 'quantum leap'.
Fedchenko, Vera
Tire Business, v19, n7, p17
July 2, 2001
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 727

... exciting time for us," he said.
For the SP Sport A2, consumers will see new- **point -of- sale** materials at Dunlop dealerships, have the option of participating in a new credit card program...

...told journalists that auto makers have increasingly been producing cars with higher suspensions, necessitating an **upgrade** to H-rated OE tires.
In the high performance tire market, Mr. Shaffer said H...

...sold. In the past five years, H-rated tires have grown 42 percent within the **replacement** market.
H- **rated product** lines must now cover a wide range of vehicles, from coupes to luxury sedans, he...

13/3,K/2 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

07487823 SUPPLIER NUMBER: 15620779 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The Nation's largest. (Top 50 Travel Agencies of 1994) (Industry Overview)
Travel Weekly, v53, n59, pS8(15)
July 28, 1994
DOCUMENT TYPE: Industry Overview ISSN: 0041-2082 LANGUAGE:
ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 11420 LINE COUNT: 00938

... with Sabre, Apollo, Worldspan/PARS and System One.
The agency continued to add enhancements to **Point -of- sale**, SMART/Desktop Reporting, Global Reporting, Accutrak and confidential client-specific applications.
Carlson, a privately held...and Apollo.
The company developed software last year for automated prepaid ticketing, automated frequent flyer **upgrades** and E-mail enhancements.
Maritz, a privately held company, has two subsidiaries: Maritz Performance Improvement...

...order handling. They also created pretrip reporting distributed via E-mail and automated frequent traveler **upgrade** handling.
Last year USTravel opened a location in London, which is its first full-service...its staff include Windows-based automated booking software, an E-mail system for Worldspan/PARS, **point -of- sale** quality control software and a system for scanning meeting registration forms.
The company, established in...last year.
The company's primary CRS affiliation is with Worldspan/PARS.
Total Travel Management **upgraded** its reporting and automation system to an IBM AS/4000.
The agency continued to add...

...right arrow] Locations:
* Full-service 15
* Corporate on-site 47
* STPs 66

[right arrow] 1993 **ranking** : 18
Associated Travel **Services** has **added** six full- **service** , 12 on-site and 41 STP locations since the start of last year.
This number...

...right arrow] Locations:
* Full-service 7
* Corporate on-site 33
* STPs 91

[right arrow] 1993 **ranking** : 16
VTS Travel Enterprises has **added** two full- **service** , six on-site and 18 STP locations since ...client reports on disk instead of paper.
McCord purchased software from Aqua that automatically requests **upgrades** for frequent flyers.
Founded in 1980, McCord is affiliated with SRG International and ABC.
33...

13/3,K/3 (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

06678130 SUPPLIER NUMBER: 14157208 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The nation's largest. (Travel Weekly magazine's travel agency rankings for 1993)(Travel Weekly Focus)
Arrendell, Stephen; Lassiter, Eric
Travel Weekly, v52, n59, pF8(14)
July 29, 1993
ISSN: 0041-2082 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 10819 LINE COUNT: 00888

... the start of 1992.
Automation products developed in-house at Carlson last year include a **point -of- sale** workstation, electronic reporting products called DataManager and SMART and global reporting interfaces for Canada, France... reporting software with a file server that finds and processes customers' claims. The agency also **upgraded** its computer network during 1992.
16 VTS Travel Enterprises 55 John St. New York 10038...sales: \$164.1 million

Locations:
Full-service 21
Corporate on-site 35
STPs 25

1992 **ranking** : 16
Associated Travel **added** three full- **service** , 11 on-site and four STP locations to its network since the start of fiscal...

...both from Sabre.
It also bought Itin-Fax, Aqua E-Mail and Gold/Premier Auto **Upgrade** , all from Aqua Software Products, an Associated subsidiary.
19 McDonnell Douglas Travel 18872 MacArthur Blvd...

...sales: \$136.3 million
Locations:
Full-service 54
Corporate on-site 28
STPs 55

1992 **ranking** : 20
Garber Travel **added** four full- **service** , four on-site and 32 STP locations to its network since the start of 1992...start of 1992
Automation products developed by the agency since the last survey include a **point -of- sale** data capture program and a pretravel reporting, exception and analysis report system.
30 Professional Travel...Apollo, and last year it purchased from Aqua an automation product to secure frequent flyer **upgrades** . The agency also purchased Itin Fax, a product that automatically creates fax copies of

itineraries...

13/3,K/4 (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

06392850 SUPPLIER NUMBER: 13438719 (USE FORMAT 7 OR 9 FOR FULL TEXT)
More than virtual: today's intelligent network. (includes related articles)
(MCI's Intelligent Network) (special advertising supplement)
Wagar, Barry
Business Communications Review, v23, n1, pS3(9)
Jan, 1993
ISSN: 0162-3885 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 7889 LINE COUNT: 00643

... time delivery of customer profiles enables the agents to handle calls more efficiently and to **cross - sell** products more effectively. The bottom line: the service helps subscribers increase revenues.

For example, sophisticated...Virtual private networks leave the expense and headaches that are associated with maintenance and equipment **upgrades** to the carrier, while enabling the subscriber to maintain a great deal of control over...bandwidth requirements "on the fly." That same information will allow the network to provide value- **added services** like address translation, **prioritization** and handling information, such as broadcast vs. point-to-point.

Ultimately, the Intelligent Network will...recent improvement pioneered in Kentucky: Call an 800 number instead. An MCI Enhanced Call Routing (**ECR**) application that was turned up in early July of last year has helped to increase...

...s, directors brainstormed a number of outreach programs, Stricker began to see the 800 number/ **ECR** application as a logical fit with the state's impassioned efforts to increase voter registration. "Knowing that we had **ECR** to offer, and being an MCI employee, I kind of went out on a limb...

...recorded message from Bob Babbage and then prompted to enter their zip codes. MCI's **ECR** database routing then routed callers to their local country election board.

Election board personnel electronically...

17/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

01419724 00-70711

PRIORITY Data Systems: The next step in rating integration

Block, Brenda

Rough Notes v140n4 PP: 66 Apr 1997

ISSN: 0035-8525 JRNL CODE: RNO

WORD COUNT: 627

ABSTRACT: Integration of **rating**, agency management software and company upload software eliminates the need to rekey to process an...

... real time saver for insurance agents and companies. PRIORITY Data is working to integrate its **rating** system with new business applications, reducing work by providing single entry. This direct upload relationships provides agents with a streamlined workflow. PRIORITY also plans to add **additional** integrated **products** and **services**, such as MVRs, to continue to drive its **rating** products as part of a comprehensive **point-of-sale** function.

17/3,K/2 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00656090 93-05311

Support of Successful Just-in-Time Implementation: The Changing Role of Purchasing

Offodile, O. Felix; Arrington, David

International Journal of Physical Distribution & Logistics Management

v22n5 PP: 38-46 1992

ISSN: 0960-0035 JRNL CODE: IPD

WORD COUNT: 5603

...TEXT: respectively. The single-vendor architecture does all that the company wants it to do, including **point-of-sale**, back-room, and management transactions processing. Most of the reasons which Marshall's cited for...

... successful track record" were instrumental to their choice 8!. Notice that these reasons have been **ranked** numbers 1,2, and 5 by purchasing managers, and that Marshall's did not list...

17/3,K/3 (Item 1 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

01484529

Kinney confronts changes in health care

(Kinney Drugs operates 45 drug stores in 2 states, having opened 4 outlets in 1995 while closing none)

Chain Drug Review, v 18, n 9, p 200

May 06, 1996

DOCUMENT TYPE: Journal; Company Overview ISSN: 0164-9914 (United States)

LANGUAGE: English RECORD TYPE: Abstract

ABSTRACT:

...while closing none. The firm intends to open 4 outlets in 1996. Kinney, which is **rated** both 36th in store count and sales among North American drug store chains, generated sales...

...and resources. Thus the firm has been a longtime leader among regional chains with its **upgraded** distribution program, and store and office

systems including **point -of- sale** scanning. Detail is also given to Kinney's "super service center."

17/3,K/4 (Item 2 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

01052394

Debit Cards Gain Popularity--with Members, Too
(United Airlines Credit Union will join the debit card trend as they make plans to issue one of their own early in 1995)

American Banker, v 159, n 179, p 6

September 16, 1994

DOCUMENT TYPE: Journal ISSN: 0002-7561 (United States)

LANGUAGE: English RECORD TYPE: Abstract

ABSTRACT:

...800 credit unions, conducted by the Credit Union National Association (CUNA), revealed that debit cards **ranked** first among **products** likely to be **added** by credit unions in 1995. Elizabeth Taylor Quilliam, vice president of sales and electronic funds...

...increasing the variety of products that they offer, including the debit cards. MasterCard's Maestro **point -of- sale** debit program includes 168 credit unions in the total of 623 financial institutions. One of...

...assessed from merchants based on card transactions, is generated by the cards. "On-line," or **point -of- sale**, cards generate a flat rate per transaction, while off-line cards generate a percentage of...

17/3,K/5 (Item 1 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

01759004 SUPPLIER NUMBER: 16714904 (USE FORMAT 7 OR 9 FOR FULL TEXT)

OUT OF THE ORIENT, IPC OF SINGAPORE SWOOPS IN TO BID FOR A STAKE IN BULL.

Computergram International, pCGN01190008

Jan 19, 1995

ISSN: 0268-716X

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 1221 LINE COUNT: 00091

TEXT:

...IPC Corp Ltd, which last year won a contract worth more than \$4m to supply **point -of- sale** terminals to members of the Korean Supermarket Association. In Hong Kong, IPC Corp (HK) Ltd...

...to IPC. IPC's main goal is to have Torita build cheaper versions of its **point -of- sale** terminals, which should start shipping this year. By the second half of the year, it hopes to start producing low-cost personal computers aimed at the Chinese market. Torita is **ranked** number 16 in annual output among the top 100 industrial companies in China, and has... will be retail and home unit, peripheral business, vertical market applications, consumer electronics unit, value- **added** network **services**, systems integration and a research and development unit which will also act as a venture...

17/3,K/6 (Item 1 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

03200058 Supplier Number: 46558153 (USE FORMAT 7 FOR FULLTEXT)
ENVIRONMENT/INTERNAL MARKET: COMMISSION CONTESTS LUXEMBOURG'S PACKAGING

PROJECT

European Report, n2150, pN/A
July 20, 1996
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 1272

... The hierarchies war.

DG III argues that the EU Directive would not actually establish a **hierarchy** between re-use and recycling, whereas the Luxembourg Bill would encourage the use of refillable...

...necessary for the production or bottling of beverages to be carried out close to the **point of sale**, a requirement liable to hinder the free movement of **goods** by imposing **additional costs** on **products** not bottled on or close to the Luxembourg market. The Luxembourg authorities also stand accused...

17/3,K/7 (Item 2 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

02624370 Supplier Number: 45311023 (USE FORMAT 7 FOR FULLTEXT)
FINANCIAL AND CORPORATE SIDEWIRE...
Telecomworldwire, pN/A
Feb 2, 1995
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 411

... across national borders... Nynex Corp's NEW YORK TELEPHONE CO has had the single-A **rating** on its senior debt reaffirmed by Standard & Poor's Corp... SECURICOR COMMUNICATIONS LTD has agreed...

...ELECTRONICS INC and C-Cube Microsystems Inc on 7 February... Hancock Institutional Equity Services has **upgraded** NOVELLUS SYSTEMS INC to buy from hold because of expected strong growth... TRANSACTION NETWORK SERVICES INC has restructured the firm into two business groups, **Point -of- Service** Division and Telecom Services Division and merged Fortune Telecommunications Inc, a subsidiary, into TNS... AIRTOUCH...

...treatment for its stockholders in the event of an unsolicited acquisition attempt... Merrill Lunch has **upgraded** VISHAY INTERTECHNOLOGY INC to near-term buy from above average... NEXTEL COMMUNICATIONS INC has formed...

17/3,K/8 (Item 3 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

01286531 Supplier Number: 41431851 (USE FORMAT 7 FOR FULLTEXT)
NATIONAL ATM NETWORKS TO PUSH REGIONALS OUT OF THE PICTURE
EFT Report, v13, n14, p1
July 9, 1990
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 883

... Visa ATM access.

Pricing, including terminal surcharges that are already implemented in some markets, and **POS**, appear to be high-priority management issues. Other issues include network expansion, marketing to increase consumer awareness, new services and software **upgrades**. Security, which was not addressed as a strategic issue by respondents in the past, was **ranked**

seventh in this latest study.

The S&A study includes 1989 data on network membership...

17/3,K/9 (Item 1 from file: 813)

DIALOG(R)File 813:PR Newswire

(c) 1999 PR Newswire Association Inc. All rts. reserv.

1189647

NYTH107

S&P REPEAT: Banque Sofinco Upgraded, Credisuez Affirmed; Off Watch

DATE: November 20, 1997

14:22 EST

WORD COUNT: 429

... des Eaux group. However, the strong support provided by the latter affords Credisuez a higher **rating** than would be justified on a stand-alone basis. This support has been demonstrated through...

... vehicle for carrying nonperforming real estate assets through its subsidiary, Compagnie Hypothecaire. The long-term **rating** outlook is stable, Standard & Poor's said -- CreditWire RATINGS **UPGRADED ; REMOVED FROM CREDITWATCH**

	To	From Banque Sofinco
Counterparty credit rating	A/Stable/A-1	A-/Watch, Pos /A-2
Senior unsecured	A	A-
Subordinated Debt	A-	BBB+
CDs	A-1	A-2...

...RATINGS AFFIRMED; REMOVED FROM CREDITWATCH

	To	From Credisuez
Counterparty credit	BBB+/Stable/A-	BBB+/Watch, Pos /A-2
CDs	A-2	A-2/Watch, Pos
Commercial paper	A-2	A-2/Watch, Pos
Senior unsecured debt	BBB+	BBB+/Watch, Pos

SOURCE Standard & Poor's CreditWire

17/3,K/10 (Item 1 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv..

03439848 Supplier Number: 44793568

MICROS Systems, Inc. - Company Report

Investext, pl-10

June 28, 1994

Language: English Record Type: Abstract

Document Type: Magazine/Journal; Trade

ABSTRACT:

...ANN & CO. INC. report by Mutkoski, M.

Pent-up demand b y installed base to **upgrade point of sale (POS)** systems and prop erty management systems (PMS) in the hospitality industry should fuel above-average growth over the next two years. MICROS' products , in particular its 8700 Hospitality Management **POS** system, have gai ned wide acceptance in the marketplace. The company should continue to capture...

...merits of its product l ines. >TX Tables in report : Stock Price, Earnings Data And **Rating** 1993-95; **POS** Market Breakdown ; Revenue And Earnings Model 1993-96; Balance Sheet 1993-94; Stateme nt Of...

17/3,K/11 (Item 1 from file: 160)

DIALOG(R)File 160:Gale Group PROMT(R)

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02027532

Dataserv/Texas Homecare

Telephony September 26, 1988 p. 32

ISSN: 0040-2656

... 5-yr, \$50 mil (UKL30 mil) pact. Under terms of the agreement, Dataserv will immediately **upgrade** the firm's IBM 3090 150E mainframe to a 200E, and then to a 200S in early-1989. The 200S is **rated** at 44 Mips. The order also includes IBM 4680 **EPOS** systems, a local area network, and OEM retail equipment. ...

17/3,K/12 (Item 2 from file: 160)

DIALOG(R)File 160:Gale Group PROMT(R)

(c) 1999 The Gale Group. All rts. reserv.

01006846

MOLDING PUBLIC PERCEPTION: Blueprint Program To Boost Vended Coffee Quality.

Vending Times February, 1984 p. 1,121

... sponsored by CDG and presented at the last NAMA convention. The projected program includes: making **point -of- sale** material available for operator use; including vending in a revised version of the CDG film Coffee: A Love Story; helping to **upgrade** the quality of vended coffee on college campuses; and conducting vending symposiums for operators. These...

...sources of coffee are not available, while only 44 percent gave the brew an overall **rating** of excellent or good.

...

17/3,K/13 (Item 1 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

09437841 SUPPLIER NUMBER: 19311741 (USE FORMAT 7 OR 9 FOR FULL TEXT)

HMO has payment ills. (Oxford Health Plans) (Company Operations)

Hoffman, Thomas

Computerworld, v31, n14, p8(1)

April 7, 1997

ISSN: 0010-4841 LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 468 LINE COUNT: 00041

...ABSTRACT: recent customer satisfaction survey administered to HMO customers in NY, Oxford received the highest overall **rating** despite less-than-stellar scores for **point -of- service** claims processing satisfaction.

17/3,K/14 (Item 2 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

08345819 SUPPLIER NUMBER: 17826782 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Progressive Grocer Sourcebook '96.(Special Supplement)(Buyers Guide)

Progressive Grocer, v74, n12, pS3(45)

Dec, 1995

DOCUMENT TYPE: Buyers Guide ISSN: 0033-0787 LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 21236 LINE COUNT: 01938

... 770) 594-6006 CONTACT: Lloyd Baylard SPECIALIZATION: Check Readers, ATM/Debit Terminals, Signature Capture Devices **ADDITIONAL SERVICES** : Total Care, Deployment, Maintenance, and Support Services CLIENTS: Federated Systems Group, JCPenney, Kmart, Walgreens, Winn...

...City, and many other industry leaders COMPANY STATEMENT: Checkmate Electronics, Inc. develops, manufactures and markets **point -of- sale** payment automation systems and terminals, including check readers, payment authorization systems, signature capture devices and...

...institutions. Headquartered in Roswell, GA, Checkmate Electronics, Inc., has 168 employees. Checkmate has recently been **ranked** the 17th fastest growing small company in the United States by Business Week.

Concord EFS...

17/3,K/15 (Item 3 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

07847504 SUPPLIER NUMBER: 16940480 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Claris scores high marks with software resellers; Computer Retail Week survey rates Claris number one for seven important reseller business opportunities.

Business Wire, p5110087

May 11, 1995

LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 317 LINE COUNT: 00034

TEXT:

...Claris Corporation, a leading vendor of Windows and Macintosh applications software, today announced it was **ranked** number one in seven categories in a recent survey of retail software buyers and merchandise...

...vendors included in the survey, resellers selected Claris as their number one pick for pricing, **upgrade** rates and sales representative's overall product knowledge. In addition, Claris was the highest scoring vendor in the areas of **point -of- purchase** availability and effectiveness, and co-op programs and co-op speed of reimbursement.

17/3,K/16 (Item 4 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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06749537 SUPPLIER NUMBER: 14521774 (USE FORMAT 7 OR 9 FOR FULL TEXT)

How productive are we? (food and beverage manufacturers and retailers survey)

Jagtiani, Anil

Food & Beverage Marketing, v12, n10, p40(3)

Oct, 1993

ISSN: 0731-3799 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 2157 LINE COUNT: 00178

... to their core strength--merchandising to consumers. Despite all the excitement about Efficient Consumer Response (ECR), supermarkets **ranked** implementing category management and providing value-added **services** to their consumers as higher in strategic importance. This was in sharp contrast to mass and club chains who **ranked** quick response activities as most important and placed value-added programs for consumers last.

Hidden...

17/3,K/17 (Item 5 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

05170347 SUPPLIER NUMBER: 10688236 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Sign language: a business park's signage says a lot about the project.

(using signs on commercial building to enhance them)

Leahy, Kelly Simpson

Regardie's Magazine, v11, n7, p178(3)

April-May, 1991

ISSN: 0279-5965

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 1102

LINE COUNT: 00089

... late 1980s, when the speculative building boom was going strong, marketability became another reason to **upgrade** the use of signage. Commercial building tenants **ranked** signage as the third most effective means of communication (personal presentations and marketing brochures **ranked** higher) in a survey conducted by Ruder Finn, an international marketing and public relations firm...

...They'll skimp on advertising, but not on signage because it's so direct and **point -of- purchase** oriented."

ALTHOUGH RUDER FINN IS A STRONG proponent of the sophisticated use of signage, it...

17/3,K/18 (Item 6 from file: 148)

DIALOG(R) File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

03900038 SUPPLIER NUMBER: 06967948 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Second Annual Directory of Human Resources Services, Products and

Suppliers, January 1989. (directory)

Personnel, v66, n1, pD1(167)

Jan, 1989

DOCUMENT TYPE: directory

ISSN: 0031-5702

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 155534 LINE COUNT: 14711

... America's Pharmacy provides nine plan utilization reports, communication materials, and administration manuals at no **additional** cost. With over 25 years of experience, API is dedicated to providing you the quality...

Set	Items	Description
S1	618417	BUYING OR BUY? ? OR SELL? ? OR SELLING OR TRANSACT? OR TRADING OR TRADE? ? SALE? ?
S2	3048583	SUPPLEMENTAL? OR ALTERNAT? OR REPLACE? OR ANOTHER OR ADDITIONAL OR MULTIPL? OR SPARE? OR UPGRADE? OR COMPLIMENT? OR OTHER
S3	2514248	PRODUCT? ? OR GOODS OR SERVICE? OR ACCESSOR? OR PACKAGE
S4	1061234	TELECOMMUNICATION? OR PHONE OR TELEPHONE OR COMMUNICATION?
S5	91363	AT(1W)T OR ATT OR AMERITECH OR NYNEX OR BELL SOUTH OR SBC OR SOUTHWESTERN()BELL OR MCI OR SPRINT OR BELL()ATLANTIC OR PACIFIC()TELESIS OR PACBELL
S6	226578	RANK? OR SCORE? OR SCORING
S7	713441	OFFER? OR TENDER?
S8	74686	DISCOUNT? OR INCENTIVE?
S9	357932	AD OR ADVERT? OR COUPON OR PROMO? ? OR PROMOTION? ?
S10	1201	AU=(MUELLER R? OR MUELLER, R?)
S11	74203	S2(3N)S3
S12	5750	S11(7N)(S1 OR S7)
S13	97	S12(20N)S5
S14	80	S13 AND (S8 OR S9 OR S4)
S15	173	UPSELL? OR UP()SELL?
S16	123	S15 AND S3
S17	19	S16 AND (S6 OR S8 OR S9)
S18	0	S10 AND S13
S19	0	S10 AND S12
S20	99	S14 OR S17
S21	62	S20 NOT PY>1997
S22	62	S21 NOT PD=19970321:20031115
S23	58	RD (unique items)

? show file

File 2:INSPEC 1969-2003/Nov W1
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File 233:Internet & Personal Comp. Abs. 1981-2003/Jul
(c) 2003, EBSCO Pub.

File 474:New York Times Abs 1969-2003/Nov 13
(c) 2003 The New York Times

File 475:Wall Street Journal Abs 1973-2003/Nov 13
(c) 2003 The New York Times

File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13
(c) 2002 The Gale Group

File 256:SoftBase:Reviews,Companies&Prods. 82-2003/Oct
(c)2003 Info.Sources Inc

23/5/1 (Item 1 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2003 Institution of Electrical Engineers. All rts. reserv.

03676262 INSPEC Abstract Number: B90051390

Title: Telecos tiptoe into telemetry

Author(s): Bushaus, D.

Journal: Telephony vol.218, no.16 p.138-42

Publication Date: 16 April 1990 Country of Publication: USA

CODEN: TLPNAS ISSN: 0040-2656

Language: English Document Type: Journal Paper (JP)

Treatment: Applications (A)

Abstract: Automatic meter reading-reading utility meters remotely over existing **telephone** lines or by using radio or microwave technology-eventually will make the door-to-door meter reader a part of the past. Currently there are a few tariffed services available. Bell Atlantic's New Jersey Bell offers a tariff under which the Hackensack Water Co. has deployed an automatic meter reading program covering 170000 meters. Wisconsin Bell also **offers** a tariffed **service**, and the other **Ameritech** operating companies and Nevada Bell will file tariffs later in the year. The rest of the Bell regional holding companies, with the exception of BellSouth, are conducting or have completed automatic meter reading trials. (0 Refs)

Subfile: B

Descriptors: telemetering

Identifiers: automatic meter reading; Bell Atlantic; Hackensack Water Company; **telephone** companies; telemetry; **telephone** lines; radio; microwave technology; tariffed services; New Jersey Bell; Wisconsin Bell; Ameritech operating companies; Nevada Bell; Bell regional holding companies

Class Codes: B6210J (Telemetry); B7210F (Telemetering systems)

23/5/2 (Item 1 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

(c) 2003 ProQuest Info&Learning. All rts. reserv.

900444 ORDER NO: AAD85-27066

THE ADOPTION AND DIFFUSION OF ALTERNATIVE RESIDENTIAL LONG-DISTANCE

TELEPHONE SERVICES

Author: WARREN, WILLIAM E.

Degree: D.B.A.

Year: 1985

Corporate Source/Institution: MEMPHIS STATE UNIVERSITY (0124)

Source: VOLUME 46/10-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3095. 248 PAGES

Descriptors: BUSINESS ADMINISTRATION, MARKETING

Descriptor Codes: 0338

This dissertation presents a study of the adoption and diffusion of alternative residential long-distance **telephone** services. Adoption and diffusion are two interrelated concepts that are related to innovations. Adoption is the process by which an individual becomes committed to continued use of an innovation. Diffusion is the process by which adoption spreads through a population. An innovation is idea, product, or service that is perceived as new by the individual and may be any one of three types: (1) continuous, (2) dynamically continuous, or (3) discontinuous.

Alternative residential long-distance **telephone** services are those long-distance **services** **offered** by companies **other** than **AT & T** and are a dynamically continuous service innovation.

The data were gathered via mail questionnaires from households

within the Memphis, Tennessee metropolitan area. Two thousand were mailed and the usable response rate was 38 per cent (732).

Alpha factor analysis was used to reduce 43 psychographic statements into more relevant factors. Wilks stepwise discriminant analysis was used to determine the psychographic factors and the demographic characteristics that discriminated between adopters and nonadopters of the services. Chi square was used to test the relative importance of formal and informal sources of information in making the adoption decision.

There was no significant difference in the importance of formal and informal sources of information in making the adoption decision. Adopters of the services spent more on long-distance **telephone** calls, were younger, better educated, and more likely to come from a household where the spouse was employed. On the basis of psychographics, adopters were described as careful shoppers, community concerned, new brand triers, fashion conscious, convenience prone, heavy users, and information seekers. Nonadopters were described as housework enthusiasts.

23/5/3 (Item 1 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.
(c) 2003, EBSCO Pub. All rts. reserv.

00429483 96IW07-301

Sprint plans online service -- Navigator will be part of autumn deal

Davis, Jessica

InfoWorld , July 22, 1996 , v18 n30 p1, 24, 2 Page(s)

ISSN: 0199-6649

Company Name: Sprint; Netscape **Communications**

Languages: English

Document Type: Product Announcement

Geographic Location: United States

Reports that Sprint Corp. is allying with Netscape **Communications** Corp. and another major Web browser vendor to provide a turnkey Internet access service for businesses later this year. Notes that Netscape Navigator will come with the service, while Sprint will introduce a similar service for consumers. States that according to **telecommunications** analysts, Sprint's entry as a turnkey ISP came late, while Sprint claims that by avoiding partnerships with proprietary software vendors, it avoided some of the pitfalls experienced by **AT & T** and **MCI Communications** Corp. Indicates that **Sprint** may also **offer** businesses a Web hosting **service** and that **other** companies already **offer** such a service. For instance, says that America Online's PrimeHost offers three levels of service allowing organizations to create, publish, and manage a Web sit (jo)

Descriptors: Online Systems; Business; Web Browsers;
Telecommunications ; Corporate Alliances; Internet
Identifiers: Sprint; Netscape **Communications**

23/5/4 (Item 2 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.
(c) 2003, EBSCO Pub. All rts. reserv.

00369397 94PK12-302

IS to reap new services from open phone market

Moeller, Michael

PC WEEK , December 26, 1994 , v11 n51 p1, 111, 2 Page(s)

ISSN: 0740-1604

Company Name: Rochester **Telephone**

Languages: English
Document Type: Feature Articles and News
Geographic Location: United States

Reports that Rochester **Telephone** 's opening of its **phone** market to competitors next week will make Rochester, NY, the first area in the United States to have wider availability of such advanced technologies as videoconferencing, full-motion video and high-speed data transmission, and both wired and wireless data and voice connectivity. Claims that the competition will bring better pricing and faster development of such advanced **services** , and says that **other** possible candidates to **offer** local services include **AT & T** , **Sprint** , and **MCI** as well as cable companies such as Time Warner, which is deploying its own fiber-optic network in the Rochester area. Notes, however, that some **telecommunications** managers have reservations about the possible sacrifice in service quality and are concerned that rural areas may be left out in favor of the more lucrative urban customers. Includes one table.
(jo)

Descriptors: **Telecommunications** ; **Telephone** ; Marketing; Customer Support; Computer Conferencing; Fiber-optics
Identifiers: Rochester **Telephone**

23/5/5 (Item 3 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.
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00274183 92IT04-059

NYNEX introduces forerunner of Electronic Yellow Pages

Information Today , April 1, 1992 , v9 n4 p46, 1 Page(s)

ISSN: 8755-6286

Company Name: NYNEX Information Technologies; Videotex Resources Company

Product Name: NYNEX NortheastAccess

Languages: English

Document Type: Product Announcement

Geographic Location: United States

Announces that NYNEX Information Technologies, a division of NYNEX Information Resources Company, has unveiled NYNEX NortheastAccess, its first networked electronic information service which provides NYNEX Yellow Pages and Business-to-Business listings online, the first such service provided by a Regional Bell Operating Company (RBOC). Says that establishments installed with IBM PC-compatible, Macintosh, Apple II, Commodore or Minitel terminals can access **NYNEX** NortheastAccess along with **other services** on the Minitel network. The software is **offered** free upon sign-up while access rate charge is \$0.61 per minute. Other information supplied include current national and international news from UPI, stock quotes and financial summaries as well as travel information for US and international cities, all provided through Delphi affiliate Videotex Development Corporation of New York City. (PAM)

Descriptors: Directories; News; Stock Market; Online Information; Consumer Information; Online Systems; **Telephone**

Identifiers: NYNEX NortheastAccess; NYNEX Information Technologies; Videotex Resources Company

23/5/6 (Item 4 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.
(c) 2003, EBSCO Pub. All rts. reserv.

00250970 91IN10-204

GE switches for savings -- Finance company sues switched T1 services to cut its dedicated-line costs

Medina, Funky Cold

InformationWEEK , October 21, 1991 , n343 p62, 1 Page(s)

ISSN: 8750-6874

Company Name: GE Capital; **MCI Communications**

Languages: English

Document Type: Feature Articles and News

Geographic Location: United States

Reports that GE Capital Corp., a Stamford, CT-based division of General Electric Co., has resorted to a network based on **MCI Communications Corp.** switched T1 service in an effort to cut dedicated-line costs. Says that **MCI offers** switched T1 **service** in 12 **other** companies as well as over 280 U.S. cities. Discusses the various advantages posed by switched T1 services; says that the network, used for backing up dedicated T1 links, also supports LAN- to-LAN interconnections and video applications. (PAM)

Descriptors: Networks; **Telecommunications** ; Corporate Information; Case Study

Identifiers: GE Capital; **MCI Communications**

23/5/7 (Item 5 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

(c) 2003, EBSCO Pub. All rts. reserv.

00164601 88PW03-005

Making the E-mail choice: When your're shopping for an E-mail service, the bottom line isn't the only place to look

Smith, Ken; Rodarmor, William

PC World , Mar 1988 , v6 n3 p130-135, 6 Pages

ISSN: 0737-8939

Languages: English

Document Type: Software Review

Grade (of Product Reviewed): B; B; D

Geographic Location: United States

Discusses factors to consider in selecting electronic mail services. Presents a buyers' guide to the three major E-mail services that compares 19 features. Presents a favorable review of MCI Mail (\$18 per year) from **MCI Communications Corp.**, Washington, DC (800), saying it is inexpensive, has a large body of subscribers, and **offers** links to **other services** . Presents a favorable review of **AT & T Mail** (\$30 per year) from **AT & T Customer Assistance Center**, New Brunswick, NJ (800), saying it includes many convenient features, but has a rather high fee schedule. Gives an unfavorable review of EasyLink (\$25 per year) from Western Union Telegraph, Upper Saddle River, NJ (800), saying it is awkward to use and has poor help. Includes three screen displays. (if)

Descriptors: ELECTRONIC MAIL; VENDOR GUIDE; SOFTWARE REVIEW

Identifiers: MCI Mail; AT&T Mail; EasyLink; **MCI Communications** ; AT&T; Western Union Telegraph

23/5/8 (Item 6 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00128746 86IW09-428

AT&T, Western Union, and David Systems announce telecommunications upgrades

Flynn, Laurie

InfoWorld , Sep 29 1986 , v8 n39 p22, 1 Pages

ISSN: 0199-6649

Languages: English

Document Type: Product Announcement

Geographic Location: United States

Discloses that **AT & T** Information Systems of Morristown, NJ has announced an enhanced version of its Premises Distribution System that makes it compatible with **other vendors' products**; that Western Union says it plans to **offer** a packet-switching service separate from Easylink; and that David Systems has announced a new version of its David Information Manager network (\$4490) that can link with other David Information Managers.

Descriptors: **TELECOMMUNICATIONS** ; PRODUCT ANNOUNCEMENT

Identifiers: Premises Distribution System; David Information Manager; AT&T; David Systems; Western Union

23/5/9 (Item 1 from file: 474)

DIALOG(R)File 474:New York Times Abs

(c) 2003 The New York Times. All rts. reserv.

07495126 NYT Sequence Number: 359386970127

NOW PLAYING IN LIMITED RELEASE; INTERNET, THE NEXT GENERATION

Shapley, Deborah

New York Times, Col. 1, Pg. 1, Sec. D

Monday January 27 1997

DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English

RECORD TYPE: Abstract

ABSTRACT:

About 100 United.States computer scientists have permission to use new second-generation Internet in preference to crowded old network they invented just two decades ago; new network, the Very-High-Performance Backbone Network Service, is sponsored by National Science Foundation and built by MCI **Communications** using some of its existing fiber optic networks; it links nation's five academic supercomputer centers; Dr George O Strawn, director of National Science Foundation, controls who uses this new resource and how fast campuses and communities around them log on; Government's investment in project consists mainly of \$50 million, five-year agreement with **MCI** ; **MCI** 's investment is 10 times that, and should allow company to **offer** high-performance Internet **services** to **other** customers in due course; photos; map (L)

SPECIAL FEATURES: Photo; Map

COMPANY NAMES: National Science Foundation; Mci **Communications** Inc

DESCRIPTORS: Computers and Information Systems; Internet and World Wide Web; Supercomputers; Computers and Information Systems

PERSONAL NAMES: Shapley, Deborah; Strawn, George O (Dr)

23/5/10 (Item 2 from file: 474)

DIALOG(R)File 474:New York Times Abs

(c) 2003 The New York Times. All rts. reserv.

07041567 NYT Sequence Number: 030716950511

INVESTMENT IS A \$2 BILLION BET ON THE NET

New York Times, Col. 6, Pg. 11, Sec. D

Thursday May 11 1995

DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English

RECORD TYPE: Abstract

ABSTRACT:

MCI Communications Corp's \$2 billion investment in News Corp can be seen as corporate America's biggest bet yet that Internet is going to be thriving business in few years; in last few years, estimated 10,000 companies have erected their own electronic billboards on World Wide Web, multimedia part of Internet, but MCI -News Corp linkup may offer media services like no other company(M)

COMPANY NAMES: MCI COMMUNICATIONS CORP; NEWS CORP
DESCRIPTORS: ELECTRONIC INFORMATION SYSTEMS; INTERNET (COMPUTER NETWORK);
MERGERS, ACQUISITIONS AND DIVESTITURES
PERSONAL NAMES: LOHR, STEVE

23/5/11 (Item 3 from file: 474)
DIALOG(R)File 474:New York Times Abs
(c) 2003 The New York Times. All rts. reserv.

06758205 NYT Sequence Number: 024570941108
WAY CLEARED FOR AT&T AND MCCAW
Bloomberg Business News
New York Times, Col. 6, Pg. 1, Sec. D
Tuesday November 8 1994
DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:

Bell Atlantic Corp and Nynex Corp settle an antitrust lawsuit that analysts say removes last barrier to AT&T Corp's \$11.5 billion acquisition of McCaw Cellular Communications ; under agreement, which comes on brink of court battle, AT & T agrees to build cellular equipment that can work with products made by other companies that sell to Bell Atlantic and Nynex ; one industry analysts calls agreement 'huge positive for AT & T ' ; AT & T 's current cellular equipment is proprietary and not easily interconnected to equipment made by other companies (M)

COMPANY NAMES: AT&T CORP; NYNEX CORP; BELL ATLANTIC CORP
DESCRIPTORS: TELEPHONES AND TELECOMMUNICATIONS ; MERGERS, ACQUISITIONS
AND DIVESTITURES; ANTITRUST ACTIONS AND LAWS; SUITS AND LITIGATION;
CELLULAR TELEPHONES

23/5/12 (Item 4 from file: 474)
DIALOG(R)File 474:New York Times Abs
(c) 2003 The New York Times. All rts. reserv.

06544102 NYT Sequence Number: 031356931110
BANK DATA, ON SCREEN, VIA PHONE
New York Times, Col. 6, Pg. 5, Sec. D
Wednesday November 10 1993
DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:

Ameritech , in partnership with Citicorp, nation's largest bank, say that it plans to offer banking and other information services through advanced telephones with large calculator-like screens; service will be offered to 200,000 Chicago customers in one of largest test markets to date (M)

COMPANY NAMES: AMERITECH CO; CITICORP

DESCRIPTORS: BANKS AND BANKING; TELEPHONES AND **TELECOMMUNICATIONS** ;
TELEPHONES AND **TELECOMMUNICATIONS** ; VOICE MAIL; ELECTRONIC INFORMATION
SYSTEMS

PERSONAL NAMES: HANSELL, SAUL

23/5/13 (Item 5 from file: 474)

DIALOG(R)File 474:New York Times Abs

(c) 2003 The New York Times. All rts. reserv.

05759504 NYT Sequence Number: 077287900209

U.S. ACCUSES 2 NYNEX COMPANIES OF OVERCHARGING AND FINES THEM

SIMS, CALVIN

New York Times, Col. 1, Pg. 1, Sec. A

Friday February 9 1990

DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English

RECORD TYPE: Abstract

ABSTRACT:

Federal **Communications** Commission fines New York **Telephone** Co and New England **Telephone** & Telegraph Co, **Nynex** Corp units, \$1.4 million for allegedly overcharging customers about \$35 million between 1984 and 1988 by knowingly **buying** equipment and **services** from **another Nynex** unit at inflated prices; orders refund in form of lower fees for long-distance companies (M)

COMPANY NAMES: FEDERAL **COMMUNICATIONS** COMMISSION (FCC); NEW YORK **TELEPHONE** CO; NEW ENGLAND **TELEPHONE** CO; NYNEX CORP

DESCRIPTORS: TELEPHONES; FINES (PENALTIES); PRICES; RATES

PERSONAL NAMES: SIMS, CALVIN

23/5/14 (Item 6 from file: 474)

DIALOG(R)File 474:New York Times Abs

(c) 2003 The New York Times. All rts. reserv.

05554299 NYT Sequence Number: 064536891030

VYING FOR UNCLE SAM'S PHONE DOLLARS

SIMS, CALVIN

New York Times, Col. 4, Pg. 1, Sec. 4

Monday October 30 1989

DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English

RECORD TYPE: Abstract

ABSTRACT:

Three long-distance **telephone** carriers and smaller companies are scrambling to **sell** Government **additional services** to Federal Government's new **telephone** system; under 10-year contracts awarded in December, **AT & T** will handle 60 percent of Government's long-distance calls and US Sprint **Communications** Co 40 percent; photo (M)

SPECIAL FEATURES: Photo

COMPANY NAMES: AMERICAN **TELEPHONE** & TELEGRAPH CO INC (AT&T); US SPRINT **COMMUNICATIONS** CO

DESCRIPTORS: TELEPHONES; CONTRACTS

PERSONAL NAMES: SIMS, CALVIN

GEOGRAPHIC NAMES: UNITED STATES

23/5/15 (Item 7 from file: 474)

DIALOG(R)File 474:New York Times Abs
(c) 2003 The New York Times. All rts. reserv.

05514985 NYT Sequence Number: 212880890301

HOW TO TELL WHO RINGS YOUR PHONE

SIMS, CALVIN

New York Times, Col. 3, Pg. 1, Sec. 4

Wednesday March 1 1989

DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English

RECORD TYPE: Abstract

ABSTRACT:

Nynex Corp says it will offer customers a called identification system that would display number from which an incoming call was originating before call was answered; system and several **other new services** will be **offered** through **Nynex** subsidiaries New York **Telephone** and New England **Telephone** (M)

COMPANY NAMES: NYNEX CORP; NEW YORK **TELEPHONE** CO; NEW ENGLAND **TELEPHONE** CO

DESCRIPTORS: TELEPHONES; NEW MODELS, DESIGN AND PRODUCTS

PERSONAL NAMES: SIMS, CALVIN

23/5/16 (Item 8 from file: 474)

DIALOG(R)File 474:New York Times Abs

(c) 2003 The New York Times. All rts. reserv.

01175089 NYT Sequence Number: 060770821209

FCC votes to open overseas communications market to competition, effectively clearing way for companies to compete with AT & T in offering telephone service between US and other nations. Order will also allow AT & T to begin offering data and message service internationally. MCI Communications 'strong interest in entering overseas voice market noted (S).)

POLLACK, ANDREW

New York Times, Col. 6, Pg. 1, Sec. 4

Thursday December 9 1982

DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English

RECORD TYPE: Abstract

COMPANY NAMES: **COMMUNICATIONS** COMMISSION, FEDERAL (FCC); AMERICAN **TELEPHONE** & TELEGRAPH CO INC (AT&T); MCI **COMMUNICATIONS** CORP

DESCRIPTORS: LAW AND LEGISLATION (FEDERAL); TELEPHONES; DEREGULATION OF INDUSTRY; INTERNATIONAL **COMMUNICATIONS** ; **COMMUNICATIONS** ; UNKNOWN-EXP-TERM-0INTL-TRADE

PERSONAL NAMES: POLLACK, ANDREW

23/5/17 (Item 9 from file: 474)

DIALOG(R)File 474:New York Times Abs

(c) 2003 The New York Times. All rts. reserv.

00876605 NYT Sequence Number: 062357780621

Dept of Energy names Consolidated Edison Co and Long Island Lighting Co among 5 private companies to demonstrate electric-powered vehicles as potential replacements for standard internal-combustion cars and trucks. Con Edison will buy 40 electric vehicles for use in field supervision, meter installation and parts pickup operations. Long Island Co will buy 60 vehicles to augment its service fleet. Other companies selected

were Penn Jersey Subaru Co, AT & T and Walt Disney World (S.)
BURKS, EDWARD C
New York Times, Col. 1, Pg. 19, Sec. 4
Wednesday June 21 1978
DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English
RECORD TYPE: Abstract

COMPANY NAMES: AMERICAN **TELEPHONE** & TELEGRAPH CO INC (AT&T);
CONSOLIDATED EDISON CO OF NY INC; ENERGY, DEPARTMENT OF; LONG ISLAND
LIGHTING CO; PENN JERSEY SUBARU CO
DESCRIPTORS: DISNEY, WALT, WORLD (ORLANDO, FLA); ELECTRIC VEHICLES;
ELECTRIC LIGHT AND POWER; TESTS AND TESTING; VEHICLES
PERSONAL NAMES: BURKS, EDWARD C

23/5/18 (Item 1 from file: 475)
DIALOG(R)File 475:Wall Street Journal Abs
(c) 2003 The New York Times. All rts. reserv.

07252869 NYT Sequence Number: 000000960126
MCI , **MICROSOFT FORM PARTNERSHIP TO SELL EACH OTHER 'S PRODUCTS**
WORLD-WIDE
Sandberg, Jared
Wall Street Journal, Col. 3, Pg. 2, Sec. B
Monday January 29 1996
DOCUMENT TYPE: Newspaper JOURNAL CODE: WSJ LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:

MCI Communications Corp and Microsoft Corp have formed major partnership to **sell each other 's products** , including on-line service Microsoft Network, to business and residential customers worldwide (L)

COMPANY NAMES: Mci **Communications** Corp; Microsoft Corp; Microsoft Network
DESCRIPTORS: Marketing and Merchandising
PERSONAL NAMES: Sandberg, Jared

23/5/19 (Item 2 from file: 475)
DIALOG(R)File 475:Wall Street Journal Abs
(c) 2003 The New York Times. All rts. reserv.

06782106
LONG-DISTANCE PHONE MEASURE IS CREATING SOME STATIC
Wall Street Journal, Col. 1, Pg. 3, Sec. B
Wednesday March 16 1994
DOCUMENT TYPE: Newspaper JOURNAL CODE: WSJ LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:

Article discusses two provisions in pending legislation that long-distance carriers believe would cripple competition and kill many small companies by allowing Bell **telephone** companies to enter certain areas of the market; says provision would allow the Bells to **offer** intrastate long distance **service** and the **other** would authorize regional companies to **offer** nationwide long distance service to their local customers by buying and reselling services of **AT & T** and other long distance carriers (M)

COMPANY NAMES: AMERICAN **TELEPHONE** & TELEGRAPH CO INC (AT&T); BELL
TELEPHONE SYSTEM
DESCRIPTORS: SMALL BUSINESS; MARKET SHARE; MARKET SEGMENT; LAW AND
LEGISLATION; TELEPHONES AND **TELECOMMUNICATIONS**

23/5/20 (Item 3 from file: 475)

DIALOG(R)File 475:Wall Street Journal Abs
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06767347

MCI GETS HOLIDAY INN CONTRACT

Wall Street Journal, Col. 5, Pg. 14, Sec. A

Thursday July 7 1994

DOCUMENT TYPE: Newspaper JOURNAL CODE: WSJ LANGUAGE: English

RECORD TYPE: Abstract

ABSTRACT:

MCI Communications Corp receives a four-year \$153 million contract to **sell** long-distance and **other telephone services** to Holiday Inn Worldwide (S)

COMPANY NAMES: MCI **COMMUNICATIONS** CORP; HOLIDAY INNS WORLDWIDE

DESCRIPTORS: TELEPHONES AND **TELECOMMUNICATIONS** ; CONTRACTS

23/5/21 (Item 4 from file: 475)

DIALOG(R)File 475:Wall Street Journal Abs
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06525013

BUSINESS BRIEFS

Wall Street Journal, Col. 3, Pg. 4, Sec. B

Tuesday November 30 1993

DOCUMENT TYPE: Newspaper JOURNAL CODE: WSJ LANGUAGE: English

RECORD TYPE: Abstract

ABSTRACT:

Bell Atlantic Corp says it plans to **offer** movies, TV reruns and **other video services** , on demand, to 2,000 homes in Virginia in a six month trial starting in March; says it has tested the delivery technology for the video service since last year and new test will use the technology to transmit video programming to homes over exisitng **phone** lines, if FCC approval is received (M)

COMPANY NAMES: BELL ATLANTIC CORP; FEDERAL **COMMUNICATIONS** COMMISSION (FCC)

DESCRIPTORS: TELEPHONES AND **TELECOMMUNICATIONS** ; MOTION PICTURES;

RECORDINGS (VIDEO); TESTS AND TESTING

GEOGRAPHIC NAMES: VIRGINIA

23/5/22 (Item 5 from file: 475)

DIALOG(R)File 475:Wall Street Journal Abs
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05774880

OBK1990

Wall Street Journal, Col. 2, Pg. 5, Sec. B

Wednesday September 26 1990

DOCUMENT TYPE: Newspaper JOURNAL CODE: WSJ LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:

MCI Communications Corp says it plans to **offer** high-capacity data transmission **services** that can provide **alternative** to private-line **service** (S)

COMPANY NAMES: MCI **COMMUNICATIONS** CORP
DESCRIPTORS: TELEPHONES

23/5/23 (Item 6 from file: 475)

DIALOG(R)File 475:Wall Street Journal Abs
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04755027

MCI PLANS TO OFFER NEW PHONE SERVICE TO SOME CONCERNS

SCHWADEL, FRANCINE

Wall Street Journal, Col. 6, Pg. 6, Sec. 1

Thursday February 13 1986

DOCUMENT TYPE: Newspaper JOURNAL CODE: WSJ LANGUAGE: English

RECORD TYPE: Abstract

ABSTRACT:

MCI Communications Corporation plans to expand its high-volume **discount** services for business customers by **offering** so-called distance-sensitive **alternatives** to WATS **service** for medium-sized and small businesses (S)

COMPANY NAMES: MCI **COMMUNICATIONS** CORP
DESCRIPTORS: TELEPHONES; **DISCOUNT** SELLING; SMALL BUSINESS
PERSONAL NAMES: SCHWADEL, FRANCINE

23/5/24 (Item 7 from file: 475)

DIALOG(R)File 475:Wall Street Journal Abs
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01167457 NYT Sequence Number: 005319820331

FCC will urge Federal Judge Harold Greene to reject restrictions in AT & T antitrust settlement with Justice Dept that would bar Bell System local companies from offering anything other than local telephone service after they are divested (M.)

WARNER, MARGARET GARRARD

Wall Street Journal, Col. 2, Pg. 4

Wednesday March 31 1982

DOCUMENT TYPE: Newspaper JOURNAL CODE: WSJ LANGUAGE: English

RECORD TYPE: Abstract

COMPANY NAMES: JUSTICE, DEPARTMENT OF; AMERICAN **TELEPHONE** & TELEGRAPH CO INC (AT&T); **COMMUNICATIONS** COMMISSION, FEDERAL

DESCRIPTORS: FEDERAL DISTRICT COURTS; TELEPHONES; SETTLEMENT OF CLAIMS AND LITIGATION; MERGERS, ACQUISITIONS AND DIVESTITURES; ANTITRUST ACTIONS AND LAWS; SUITS AND LITIGATION

PERSONAL NAMES: WARNER, MARGARET GARRARD; GREENE, HAROLD H (CHIEF JUDGE)

23/5/25 (Item 8 from file: 475)

DIALOG(R)File 475:Wall Street Journal Abs

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01084688 NYT Sequence Number: 003405771014

FCC will consider whether AT&T should continue its unprofitable Series 1000 private-line telegraph service. AT&T has asked FCC to waive requirement that Series 1000 earn the same 9.5% rate of return that AT&T earns overall. Maintains it cannot make profit on Series 1000. Reptd loss of \$400,000 on Series 1000 in '76. FCC will study how customers would be affected if Series 1000 were discontinued, and whether Western Union Telegraph Co could handle additional load with similar service it currently offers. Series 1000 is used by 1,100 customers, including UPI and AP, for local transmissions. Separately, FCC grants AT & T a \$4 million, or 20%, annual rate increase for its switched circuit automatic network, which is used by Fed Govt (M.).

Wall Street Journal, Col. 3, Pg. 12

Friday October 14 1977

DOCUMENT TYPE: Newspaper JOURNAL CODE: WSJ LANGUAGE: English

RECORD TYPE: Abstract

COMPANY NAMES: WESTERN UNION TELEGRAPH CO; AMERICAN TELEPHONE & TELEGRAPH CO INC (AT&T); ASSOCIATED PRESS (AP); COMMUNICATIONS COMMISSION, FEDERAL (FCC); UNITED PRESS INTERNATIONAL (UPI)
DESCRIPTORS: FINANCES; RATES; TELEGRAPHY

23/5/26 (Item 9 from file: 475)

DIALOG(R)File 475:Wall Street Journal Abs

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01070348 NYT Sequence Number: 009002760308

Storage Technology Corp upgrades Internal Revenue Service 's tape-drive equipment. Sells similar tape-drive equipment to Amer Telephone & Telegraph Co's Southwestern Bell Telephone Co (S.).

Wall Street Journal, Col. 1, Pg. 7

Monday March 8 1976

DOCUMENT TYPE: Newspaper JOURNAL CODE: WSJ LANGUAGE: English

RECORD TYPE: Abstract

COMPANY NAMES: AMERICAN TELEPHONE & TELEGRAPH CO INC (AT&T); INTERNAL REVENUE SERVICE (IRS); SOUTHWESTERN BELL TELEPHONE CO; STORAGE TECHNOLOGY CORP

DESCRIPTORS: CONTRACTS AND OTHER SALES AGREEMENTS; DATA PROCESSING EQUIPMENT

23/5/27 (Item 1 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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06380574

Telephone firms prepare to meet high demand for virtual private netw\

HONG KONG: VPN LICENCES ATTRACT PHONE COMPANIES

The HongKong Standard (XKR) 18 Oct 1996 p.2

Language: ENGLISH

After the Office of Telecommunications Authority (OFTA) announced a licence invitation for interesting companies to provide virtual private networking (VPN) services, several telephone companies showed interest in this new business although Hongkong Telecom was unhappy about OFTA's contravention of its monopoly over the territory's international calls. New

World **Telephone** and New T&T preferred using their own lines or leasing lines from Hongkong Telecom at cost price when **offering** the VPN **services**. On the **other** side, British **Telecommunications** and **MCI** both planned to offer their own Concert VPN services with Hongkong Telecom in Hong Kong since Hongkong Telecom International already had the licence. However, AT&T would not apply for the licence since it had already signed a VPN agreement with Hongkong Telecom. *

COMPANY: HONGKONG TELECOM; AT&T; HONGKONG TELECOM INTL; HONGKONG TELECOM; MCI; BRITISH **TELECOMMUNICATIONS**; HONGKONG TELECOM; NEW T&T; NEW WORLD **TELEPHONE**; OFTA; OFTA; OFFICE OF **TELECOMMUNICATIONS** AUTHORITY

PRODUCT: **Telecommunications** Equipment (3661);
EVENT: Capital Expenditure (43); Use of Materials & Supplies (46);
COUNTRY: Hong Kong (9HON);

23/5/28 (Item 2 from file: 583)

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06152277

SPRINT IN RACE FOR TELECOM CUSTOMERS

AUSTRALIA: SPRINT HAS BIG PLANS

Australia Financial Review (AFR) 5 May 1995 P.34

Language: ENGLISH

Sprint Telecommunications (Australia) has introduced 'an **alternative global phone service**' in Australia. The new service will offer corporate clients a series of **discount** options, including - the usage of **Sprint**'s global calling cards in 60 nations. - IDD. Besides this, Sprint is also launching a similar move into New Zealand. Its international strategy involves penetrating into the national carrier markets globally. Separately, rumours claimed AAP **Telecommunications** has chosen Sprint as one of its 2 short-listed partner to form an alliance. The move is consistent with AAP's intention to venture into the global market and its capability to offer international services to its main clients.

COMPANY: AAP **TELECOMMUNICATIONS**; SPRINT; SPRINT **TELECOMMUNICATIONS** (AUSTRALIA)

PRODUCT: **Telephone Communications** (4811);
EVENT: Companies Activities (10); Planning & Information (22);
COUNTRY: Australia (9AUS);

23/5/29 (Item 3 from file: 583)

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06079206

MCI launches service to provide access to Internet

US: INTERNET INFORMATION SERVICE FROM MCI

Financial Times (FT) 22 Nov 1994 p.31

Language: ENGLISH

The US **telephone** company, MCI, is to provide easier access to the Internet, the worldwide network of computers used by up to 30mn people. MCI wants to make the Internet easy to use and to encourage business to sell their goods and services of the network. To that end "InternetMCI" will

provide high speed access and Netscape **Communication** 's Internet browser, an electronic shopping mall, supplying **service** information. Many **other telephone** companies are expected to begin to **offer** this service and as a result interest in the Internet is expected to soar. **MCI** is expecting trade on the Internet to reach USD 2bn a year by the turn of the century.

COMPANY: **NETSCAPE COMMUNICATIONS ; INTERNET; MCI**

PRODUCT: **Telephone Communications** (4811); Computers & Auxiliary Equip (3573); Communications Eqp ex Tel (3662);
EVENT: Product Design & Development (33);
COUNTRY: United States (1USA);

23/5/30 (Item 4 from file: 583)

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06009427

Telecoms curbs may be eased

US: CURBS ON BELLS TO BE EASED

Financial Times (FT) 29 Jun 1994 p.5

Language: ENGLISH

Two bills have been passed in the US House of Representatives that could result in the both the easing of curbs on Bell companies and increased competition in cable TV, long distance telecoms services and in the manufacturing of equipment. The bills are designed to rewrite both the 1934 **Communications** Act and the court decree in 1984, that created the seven Baby Bell companies and turned **AT & T** into a long distance carrier. The Bell companies are prevented from **offering other** telecoms **services** under the 1984 decree because of fears over their local monopoly position. The bills progressing through Congress are designed to enable the Bells to offer a wide variety of services and to seek permission to expand into the long distance market.

COMPANY: **AT&T**

PRODUCT: **Telephone Communications** (4811); Computers & Auxiliary Equip (3573); Communications Eqp ex Tel (3662); Communications Equipment (3660);
EVENT: Government Regulations (93); National Government Economics (94);
COUNTRY: United States (1USA);

23/5/31 (Item 5 from file: 583)

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05736147

AT&T to base marketing strategy on developments with NCR Japan

JAPAN - AT&T TO BECOME MAJOR PLAYER

Nikkei Weekly (NW) 22 February 1993 p9

American **Telephone** & Telegraph (AT&T) wants to become a major player in the Japanese telecoms market which is currently investing in constructing comms networks. **AT & T** 's consumer products unit will open an office soon in Tokyo, Japan to **sell** videophones and **other products** . Currently **AT & T** 's units in Japan include the firm's network systems, comms and business comms operations. **AT & T** is committed to the Japanese market and also plans closer links with NCR Japan.

COMPANY: AMERICAN TELEPHONE & TELEGRAPH

PRODUCT: Teleconferencing (3661TC); **Telecommunications** Equipment (3661);
Telecom Switches (3661TW);
EVENT: CORPORATE STRATEGY (22);
COUNTRY: Japan (9JPN); OECD Pacific (915);

23/5/32 (Item 6 from file: 583)

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05142270

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NEW ZEALAND - NOKIA WINS BELLSOUTH GSM CONTRACT
Computergram International (CGI) 19 June 1992 p1
ISSN: 0268-716X

Nokia (Helsinki, Finland) has won a contract from BellSouth to supply and install Groupe Speciale Mobile digital cellular switching and radio network systems and equipment for **BellSouth** New Zealand valued at about USD1r15 mil: by the end of first quarter of 1993 **BellSouth** plans to **offer** an **alternative** mobile **telecommunications** service in New Zealand to the one operated by Telecom Corp of New Zealand.*

COMPANY: NOKIA; BELLSOUTH

PRODUCT: Cellular Radio Equipment (3662CE);
EVENT: CONTRACTS WON (61);
COUNTRY: Finland (5FIN); European Free Trade Association Countries (511);

23/5/33 (Item 7 from file: 583)

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05134035

MCI elargit son guichet unique

US - MCI SIGNS ONE-STOP SHOPPING DEAL WITH OPERATORS
INF Telecom & Telematique (ITT) 22 May 1992 p1
Language: French

MCI has signed a 'one-stop shopping' deal with seven international telecoms operators. The deal will allow **MCI** to **offer** service subscriptions, planning, management, maintenance and **other** solutions for international **services**. The deal involves Telefonica, PTTs in Switzerland, Italcable, France Telecom, DBP Telekom and operators in Costa Rica and Chile.

COMPANY: MCI

PRODUCT: **Telecommunications** Services (4810); Facsimile Services (4811FS); Data Communications (4811DC);
EVENT: NEW SERVICE EXTENSION (36);
COUNTRY: United States (1USA); NATO Countries (420); South East Asia Treaty Organisation (913);

23/5/34 (Item 8 from file: 583)

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04942601

MCI ameliora MCI Mail

US - MCI ADDS ACCESS TO MCI MAIL

INF Telecom & Telematique (ITT) 4 March 1992 p1

Language: French

MCI International, operator and part of the MCI **Communications** group, has added direct access for 27 countries to its **MCI** Mail electronic mail system. Further new destinations will be added in 1992. The **service offers** an **alternative** to packet switching. It is charged at USD1r0.5/min.

COMPANY: MCI INTERNATIONAL; MCI **COMMUNICATIONS**

PRODUCT: Electronic Mail (4811EM);

EVENT: NEW SERVICE EXTENSION (36);

COUNTRY: United States (1USA); NATO Countries (420); South East Asia
Treaty Organisation (913);

23/5/35 (Item 9 from file: 583)

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04340123

SPRINT TO OFFER GLOBAL FAX SERVICE

US - SPRINT TO OFFER GLOBAL FAX SERVICE

INF Telecom & Telematique (ITT) 14 June 1991 p4

Language: French

Sprint, United **Telecommunications** subsidiary, has introduced the Global SprintFax service, a worldwide fax service. The new service **offers** rates of 10-30% less than rival **services**. No **additional** equipment is needed for the service.*

PRODUCT: Facsimile Equipment (3662FX); Facsimile Services (4811FS);

EVENT: PRODUCTS, PROCESSES & SERVICES (30);

COUNTRY: United States (1USA); NATO Countries (420); South East Asia
Treaty Organisation (913);

23/5/36 (Item 10 from file: 583)

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04282661

AT&T AND SPRINT DEVELOP DATA NETWORKS

EUROPE - AT&T AND SPRINT DEVELOP DATA NETWORKS

Communicationsweek International (CWI) 13 May 1991 p3

ISSN: 1042-6086

AT&T is finalising a European data network in response to growing demand for international managed data network services. The AT&T network is based on backbone switches from Network Equipment Technologies, connecting to BBN **Communications** -made X.25 packet switches, and will be targetted at customer use. EMS and **other** value-added network **services** will also be **offered** to specific sectors. **AT & T** Istel (UK) will act as delivery arm

for AT & T 's European networking requirements. Separately, Sprint International is extending its European unit of a global data network and the company offers a full line of value-added networking services. Both companies now offer European clients consultancy training, implementation and network design.

PRODUCT: Data Communications (4811DC); Electronic Data Interchange (4811ED); Public Networks (4811PN); Value Added Networks (4840VA);
EVENT: PLANT/FACILITIES/EQUIPMENT (44);
COUNTRY: European Community (4EC); United Kingdom (4UK); OECD Europe (415); European Economic Community Countries (419); NATO Countries (420); South East Asia Treaty Organisation (913);

23/5/37 (Item 11 from file: 583)

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04260107

BUENA VISTA OFFERS SELL-THROUGH PROMOTIONS
US - BUENA VISTA OFFERS SELL-THROUGH PROMOTIONS
Variety (VY) 6 May 1991 p315
ISSN: 0042-2738

The Touchstone and Walt Disney labels of Buena Vista Home Video are to use TV and press **advertising** to back up **sell-through promotions** planned for the summer. The Disney titles will get their most thorough **promotion** ever for **products** costing USDlr12.99. Meanwhile, Touchstone plans to reduce eight titles to USDlr19.99.

PRODUCT: Records & Tapes (3652);
EVENT: MARKETING PROCEDURES (24);
COUNTRY: United States (1USA); NATO Countries (420); South East Asia Treaty Organisation (913);

23/5/38 (Item 12 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)
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04202531

COMPUTERISATION IS THE KEY TO LONG-DISTANCE COMPETITION
US - COMPUTERISATION IS THE KEY TO LONG-DISTANCE COMPETITION
International Business Week (IBW) 8 April 1991 p57
ISSN: 0007-7135

MCI Communications invested some USDlr300 mil to replace its computer system with some of the most advanced available and this enables the firm now to **offer services** which other carriers cannot. MCI launched on 18th March 1991 a new **discount** service called Friends & Family which offers a 20% **discount** to residential customers on calls made to up to 12 pre-selected locations. The main idea behind the programme is that it provides MCI customers with an **incentive** to recruit new subscribers. American Telephone & Telegraph (AT&T) is spending heavily to join together several billing and customer service systems and US Sprint Communications is launching a new billing system which will replace its current one. Competition in long-distance **telephone** services is becoming increasingly difficult and firms have to offer more than plain old services. Customers are increasingly demanding services and features such as four-digit speed dialling and tailored bills. Article further considers

efforts made by the three long distance carriers to improve their competitive situation.

PRODUCT: Facsimile Equipment (3662FX); **Communications** (4800); Data Communications (4811DC); Facsimile Services (4811FS);
EVENT: COMPANIES ACTIVITIES (10);
COUNTRY: United States (1USA); NATO Countries (420); South East Asia Treaty Organisation (913);

23/5/39 (Item 13 from file: 583)

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04102058

BELL INSTALLS SONET NETWORK MULTIPLEXER

US - BELL INSTALLS SONET NETWORK MULTIPLEXER

Fiberoptic Product News (FPN) 0 February 1991 p12

South Central Bell **Telephone** is to install **AT & T** Network Systems' DDM-2000 SONET optical network **multiplexer**. The **product** offers high speed data transmission and will be installed in an outdoor 80D cabinet as a shelf. A DS3 is also included in the same space as the DDM 1000, offering greater optical transmission capacity. M13 and virtual tributary multiplexing options, together with various configurations are supported by the DDM-2000.

PRODUCT: Fibre Optics (3832FO); Data **Communications** (4811DC);
EVENT: PLANT/FACILITIES/EQUIPMENT (44);
COUNTRY: United States (1USA); NATO Countries (420); South East Asia Treaty Organisation (913);

23/5/40 (Item 14 from file: 583)

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03826427

UNITEL AND US SPRINT OFFER VPN

CANADA - UNITEL AND US SPRINT OFFER VPN

Canadian Globe & Mail (CGM) 5 November 1990 pB3

Us Sprint and Unitel **Communications** (Toronto, ON) are cooperating to offer US Sprint's Virtual Private Network (VPN) for cross-border business. The new service will be controlled by the US **Sprint** computing centre and will compete with **other services offered** by American **Telephone & Telegraph (AT & T)** and **MCI Communications**, among others. Unitel has a 60% stake owned by Canadian Pacific (Montreal, PQ) and a 40% stake held by Rogers **Communications** (Toronto, ON).

PRODUCT: Electronic Data Interchange (4811ED); Private **Telephone** Systems (4811PE); Value Added Networks (4840VA);
EVENT: COMPANIES ACTIVITIES (10);
COUNTRY: United States (1USA); Canada (2CAN); NATO Countries (420); South East Asia Treaty Organisation (913);

23/5/41 (Item 15 from file: 583)

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03728699

BROADBAND TECHNOLOGIES TO LAUNCH FIBER LOOP ACCESS SYSTEM

US - BROADBAND TECHNOLOGIES TO LAUNCH FIBER LOOP ACCESS SYSTEM

Telephony (TLY) 3 September 1990 p8-9

ISSN: 0040-2656

BroadBand Technologies (Raleigh, NC), formed to help telecoms companies offer fibre-based broadband services to customers, is launching in September 1990 the Fiber Loop Access System (FLX), a fibre-to-the-curb (FTTC) system. It hopes to win the allegiance of Bell regional holding company by offering favourable cost and technology features. **Bell Atlantic**, **Ameritech**, Contel and **Nynex** are conducting lab or field trials. **Other** companies offering FTTC products are Raynet and Reliance Comm/Tec.

PRODUCT: Fibre Optics (3832FO); Communications (4800); Data Communications (4811DC);

EVENT: PRODUCTS, PROCESSES & SERVICES (30);

COUNTRY: United States (1USA); NATO Countries (420); South East Asia Treaty Organisation (913);

23/5/42 (Item 16 from file: 583)

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03710253

FUJITSU TO PRODUCE ATM SYSTEMS IN US

US - FUJITSU TO PRODUCE ATM SYSTEMS IN US

Japan Economic Journal (JEJ) 15 September 1990 p12

ISSN: 0021-4388

Fujitsu will manufacture ATM (asynchronous transmission mode) **telephone** switching systems in Richardson, TX. Fujitsu hopes to **sell** the **products** to **BellSouth** and **other** firms. The system will form the basis of the next generation ISDN and Fujitsu is the first firm which will mass produce the system.

PRODUCT: Public Switches (3661PS); Data Services (4811DS); Packet Switching (4811PS);

EVENT: COMPANIES ACTIVITIES (10);

COUNTRY: United States (1USA); NATO Countries (420); South East Asia Treaty Organisation (913);

23/5/43 (Item 17 from file: 583)

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03700134

LARSE LAUNCHES S-5600 DSU/CSU

US - LARSE LAUNCHES S-5600 DSU/CSU

Telephony (TLY) 20 August 1990 p36

ISSN: 0040-2656

Larse has launched the S-5600 and M-5600 DSU/CSU, which functions as an access driver to the Accunet Switched 56 services of **AT & T** and **other** interexchange carrier **services**. It **offers** transmission for applications like video teleconferencing, dedicated 56 kb/s service, and

high-speed tail circuits of T-1 backbone networks. It also provides automatic switched backup capability. The M-5600, is a stand-alone DSU, operating between 2.4 kb/s to 56 kb/s across dedicated data service circuits. The S-5600 and M-5660 cost from USD1r175.

PRODUCT: Teleconferencing (3661TC); Data **Communications** (4811DC);
Teleconferencing (4811TC);
EVENT: PRODUCTS, PROCESSES & SERVICES (30);
COUNTRY: United States (1USA); NATO Countries (420); South East Asia
Treaty Organisation (913);

23/5/44 (Item 18 from file: 583)

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03614405

AT&T EXPANDS THROUGH ISTEEL

EUROPE - AT&T EXPANDS THROUGH ISTEEL

Electronic Business (ECB) 23 July 1990 p106/107
ISSN: 0163-6197

AT&T has implemented an expansion drive for Europe through its acquisition of Istel (UK), independent systems integrator and provider of network services. Two new Istel divisions have been formed which are intended to offer **communications** solutions to multinational companies in Europe. AT&T Istel Global Messaging Services will handle E-Mail and electronic data interchange (EDI), while AT&T Istel Computer Systems deals with distribution of AT&T's computer products. The Global Messaging Services unit is intended to take advantage of the predicted boom in the European EDI market and in **other** value-added **services**, **offering** one-stop shopping for systems integration and facilities management. **AT & T** sees good opportunities in Europe, particularly as the national **telephone** companies have been unsuccessful in offering EDI so far.

PRODUCT: Electronic Data Interchange (4811ED); Electronic Mail (4811EM);
Public Networks (4811PN); Value Added Networks (4840VA); Computer
Software (7372); CAD/CAM Mechanical Software (COSW);
EVENT: COMPANIES ACTIVITIES (10);
COUNTRY: European Community (4EC); United Kingdom (4UK); OECD Europe (415
); European Economic Community Countries (419); NATO Countries (420); South
East Asia Treaty Organisation (913);

23/5/45 (Item 19 from file: 583)

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03474399

CASE/DATEL MULTIPLEXER OFFERS FULL AND FRACTIONAL T1 ACCESS

US - CASE/DATEL MULTIPLEXER OFFERS FULL AND FRACTIONAL T1 ACCESS

Data Communications (DAT) 0 April 1990 p98
ISSN: 0363-6399

Case/Datel (Cherry Hill, NJ) **offers** its DCP9401 T1 Network Access **Multiplexer**, compatible with fractional **services** by **AT & T**, **Sprint**, Cable & Wireless and other carriers, starting price USD1r4k. The multiplexer features 24 voice lines, as well as up to 60 data lines, with interface options including RS-422, EIA 232-D and V35. Article includes technical detail,

PRODUCT: Multiplexers (3661MU);
EVENT: PRODUCTS, PROCESSES & SERVICES (30);
COUNTRY: United States (1USA); NATO Countries (420); South East Asia
Treaty Organisation (913);

23/5/46 (Item 20 from file: 583)

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03432029

BOCs ADOPT DIFFERENT APPROACHES TO VPN MARKET

US - BOCs ADOPT DIFFERENT APPROACHES TO VPN MARKET

Telephony (TLY) 2 April 1990 p44-50

ISSN: 0040-2656

The virtual private network (VPN) market in the US is expanding rapidly as installation and monthly charges continue to fall, making VPNs the preferred inter-exchange service for long-distance users. Although the Bell operating companies (BOCs) are launching their own VPN services, Daniel Briere, president of TeleChoice (Manchester, CT), an industry consultancy, points out that the first three services to be introduced differ greatly in their approach. In a 4-page article, Briere states that New York Telephone's V Path service, the first service to be introduced, is designed to supplant inter-exchange carrier virtual network service (VNS) wherever possible. However, not wishing to compete with the IXCs, Pacific Bell is offering a complimentary service, the Pacific Bell Network Interlink (PBNI), designed to provide enhanced local access and exit for IXC customers. BellSouth is using existing facilities and in-band signalling to attract existing electronic tandem customers onto a VNS. BellSouth's VNS will then become part of the company's initial Advanced Intelligent Network (AIN) offering in 1991, which will use AIN databases and signalling system 7 (SS7) capabilities. Article gives full details of the different approaches to VPNs.

PRODUCT: Local Area Network Equip (3661LA); Network Management (3661NM);
Data Communications (4811DC); Electronic Data Interchange (4811ED);
Local Area Networks (4811LA); Value Added Networks (4840VA);
EVENT: PRODUCTS, PROCESSES & SERVICES (30);
COUNTRY: United States (1USA); NATO Countries (420); South East Asia
Treaty Organisation (913);

23/5/47 (Item 21 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)
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03244016

BELL ATLANTIC STRIKES OUT IN NEW AREA

US - BELL ATLANTIC STRIKES OUT IN NEW AREA

Telephony (TLY) 8 January 1990 p8

ISSN: 0040-2656

Bell Atlantic (US), Bell RHC, has entered an agreement with Hardee (US), hamburger and fast food restaurant chain, to manage payphones to be installed in the latter's outlets. Bell Atlantic will assume the role of payphone management and consulting business on a national basis. Hardee will install the payphones in all of its 1100 national outlets and Bell will then act as telecoms manager for the phones, under a two year agreement. Bell Atlantic plans in the future to offer the service

to **other** large firms.

PRODUCT: **Telephone** Equipment (3661TE); Communications (4800);
EVENT: COMPANIES ACTIVITIES (10);
COUNTRY: United States (1USA); NATO Countries (420); South East Asia
Treaty Organisation (913);

23/5/48 (Item 22 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)
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02996299

MCCAW IN ACQUISITION DEALS

US - MCCAW IN ACQUISITION DEALS

Telephony (TLY) 9 October 1989 p13-14

ISSN: 0040-2656

Metromedia's holding in a New York cellular system may be acquired by McCaw for USD1.9 bil, in attempts to put pressure on BellSouth and Lin who intend to merge their cellular businesses. McCaw's cellular interests in 13 markets in Tennessee, Kentucky and Alabama are also to be sold to Contel Cellular for USD1.3 bil, adding 6.1 mil pops to Contel's existing 14.4 mil. Lin is a partner of Metromedia in the Philadelphia and New York franchises, with each having first-refusal rights to acquire eachothers interests, and McCaw's offer must be matched within 45 days, or BellSouth and Lin will become partners with McCaw in the New York franchise. McCaw introduced a USD1.6 bil hostile takeover bid for LIN in June 1989, but LIN opted to create a 50-50 partnership with **BellSouth**. McCaw's deals will help create a national cellular network to **offer** US consumers an **alternative** independent **telephone service**, increasing the company's Northeast service area, while retaining a presence in the southeast, according to Craig O McCaw, chairman.

PRODUCT: Cellular Radio Equipment (3662CE); Mobile **Communications**
Equipment (3662MB); Cellular Radio Services (4811CR); Mobile Communications
Svcs (4811MC);

EVENT: COMPANIES ACTIVITIES (10);

COUNTRY: United States (1USA); NATO Countries (420); South East Asia
Treaty Organisation (913);

23/5/49 (Item 23 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)
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02734229

BOCs REFUSED PERMISSION TO SOURCE ELECTRONIC SERVICES

US - BOCs REFUSED PERMISSION TO SOURCE ELECTRONIC SERVICES

Wall Street Journal Europe (WSJ) 15 June 1989 p20

Judge Harold Greene has refused permission to **Bell Atlantic**, **Southwestern Bell** and **BellSouth** to **offer** electronic yellow pages and **other** electronic directory **services**. The Bell operating companies (BOCs) can carry electronic directory services but not provide the information for them. The BOCs have said that electronic directory services will determine the success of their gateway services.

PRODUCT: Electronic Data Interchange (4811ED); Teletext Services (4811TT);
Value Added Networks (4840VA);

EVENT: MARKET & INDUSTRY NEWS (60);

COUNTRY: United States (1USA); NATO Countries (420); South East Asia
Treaty Organisation (913);

23/5/50 (Item 24 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)
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02114007

AT&T SUBMITS EPSCS UPGRADE TARIFFS

US - AT&T SUBMITS EPSCS UPGRADE TARIFFS
Electronic News (EN) 15 August 1988 p52
ISSN: 0013-4937

AT&T has submitted tariffs for its Enhanced Private Switched **Communications** Service II (EPSCS II), an enhanced voice/data service. It will supply a **communications** link between 2 sites on a user's network or give a channel to off-network service. The old service was primarily voice and low-speed data, the upgrade is digitised and has 5 ESS switches enabling enhancements such as high-speed data. It will be available in 12 cities and is likely to **replace** the former EPSCS **service** completely by mid-1990. **AT & T** is **offering** a 3-year rate stability plan with the EPSCS II.

PRODUCT: Local Area Network Equip (3661LA); **Communications** (4800); Local Area Networks (4811LA);
EVENT: MARKETING PROCEDURES (24);
COUNTRY: United States (1USA); NATO Countries (420); South East Asia
Treaty Organisation (913);

23/5/51 (Item 25 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)
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01808340

NYNEX AGREES DEVELOPMENT CONTRACT WITH SRX

US - NYNEX AGREES DEVELOPMENT CONTRACT WITH SRX
Electronics (ECS) 31 March 1988 p108
ISSN: 0883-4989

SRX Corp and Nynex have agreed to jointly develop and promote a new central office controller. The product will be sold in central branches of New England **Telephone** and New York **Telephone** which are both Nynex companies. **Nynex** is financing the programme and the controller is hoped to be launched in 1989. SRX will have the option to **sell** similar **products** to **other** telecom companies operating beyond the **Nynex** service area.

PRODUCT: **Telephone** Equipment (3661TE); Public Telephone Systems (4811PT);
EVENT: PRODUCTS, PROCESSES & SERVICES (30);
COUNTRY: United States (1USA); NATO Countries (420); South East Asia
Treaty Organisation (913);

23/5/52 (Item 26 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)
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01234447

WUTC CLASSES AT&T AS COMPETITIVE TELECOM COMPANY
US - WUTC CLASSES AT&T AS COMPETITIVE TELECOM COMPANY
Telephony (TLY) 29 June 1987 p19
ISSN: 0040-2656

Washington Utilities and Transportation Commission has classified AT&T as a competitive telecom company, saying that although company still has high market share, competitors have equal access to a large percentage of customers. Commission has introduced safeguards against **AT & T** withdrawing services from areas where customers do not have access to **alternative services**, required company to **offer** average rates. Condition will remain in effect until 01/03/90 at least.

PRODUCT: **Communications** (4800); Public Telephone Systems (4811PT);
EVENT: GOVERNMENT REGULATIONS (93);
COUNTRY: United States (1USA); NATO Countries (420); South East Asia
Treaty Organisation (913);

23/5/53 (Item 27 from file: 583)
DIALOG(R)File 583:Gale Group Globalbase(TM)
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00916405
BELLSOUTH TO OFFER CUSTOMER-PREMISES EQUIPMENT
US - BELLSOUTH TO OFFER CUSTOMER-PREMISES EQUIPMENT
Communications News (CSN) 0 January 1987 p10
ISSN: 0010-2632

Following a ruling by the FCC that it is no longer necessary for structural separations to be made between the **offering** of customer-premises equipment and **other services**, BellSouth is to begin **offering** both services. FCC also outlined five safeguards to avoid cross subsidies and anti-competitive behaviour, including introduction of accounting rules and non-discriminatory access to services, etc.

PRODUCT: Telecom Subscriber Equipment (3661TS); **Communications** (4800);
EVENT: GOVERNMENT REGULATIONS (93);
COUNTRY: United States (1USA); NATO Countries (420); South East Asia
Treaty Organisation (913);

23/5/54 (Item 1 from file: 256)
DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.
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00096886 DOCUMENT TYPE: Review

PRODUCT NAMES: **America Online** (281565); **WorldNet Service** (235253); **IBM**
Internet Connection for Windows (562297); **ISP (Internet Service Providers)**
(837458)

TITLE: **The Net Grows Wider: Internet Services**
AUTHOR: Spangler, Todd
SOURCE: PC Magazine, v15 n20 p147(16) Nov 19, 1996
ISSN: 0888-8509
HOMEPAGE: <http://www.pcmag.com>

RECORD TYPE: Review
REVIEW TYPE: Review

GRADE: A

America Online's America Online, AT&T's WorldNet Service, Concentric Network's Concentric Network, EarthLink Network's EarthLink Network, and IBM's Internet Connection Service are among 17 Internet access/connection services reviewed and compared. Online services include AOL, CompuServe, Microsoft Network, and Prodigy. ISPs provide users with Internet access, without the online services' other content. ISPs are changing, however, and WorldNet and MCI One provide **multiple communications services** in one connectivity **offering**. Local **phone** companies, including GTE, are also getting into the ISP business, and cable companies are likely to follow suit in the future. AOL is an editor's choice, with unparalleled ease of use, fast connections, and competitive rates. It is rated excellent for all but e-mail and Internet services, which are rated good. WorldNet provides a customized 32-bit version of Netscape Navigator 2.0, with built-in e-mail and newsreader tools, that is easy to set up. It provides access to Web sites and guides sorted into categories such as computing and news. Concentric Network is an ISP that uses Navigator's e-mail client and newsreader, and its price is low for four hours of service per month. EarthLink Network is a good choice for beginners, with excellent setup and orientation functions. IBM's Internet Connection Service gives good setup and orientation and software fair e-mail and Internet services, and excellent technical support.

COMPANY NAME: America Online Inc (461857); AT&T Wireless (628441); IBM Corp (351245); Vendor Independent (999999)
SPECIAL FEATURE: Screen Layouts Charts
DESCRIPTORS: Internet Utilities; ISP (Internet Service Providers); Portals
REVISION DATE: 20021125

23/5/55 (Item 2 from file: 256)

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00079269 DOCUMENT TYPE: Review

PRODUCT NAMES: Company--Genuity Inc (860778)

TITLE: AT&T, BBN belly up to the Internet bar
AUTHOR: Booker, Ellis
SOURCE: Computerworld, v29 n26 p32(1) Jun 26, 1995
ISSN: 0010-4841
HOMEPAGE: <http://www.computerworld.com>

RECORD TYPE: Review
REVIEW TYPE: Company

AT&T has entered the Internet services business with a \$120 million alliance with BBN's BBN Planet subsidiary. BBN is one of the largest Internet access and service providers. The deal between the two companies helps AT&T address criticism that it lacked an end-to-end Internet access and services offering. The deal is an exclusive partnership, although the companies may still work with other vendors for **other** Internet-related **services**. **AT & T** competitor **MCI** has **offered** a wide range of Internet and World Wide Web products. BBN benefits from the deal by gaining access to **AT & T**'s 12,000 people sales force, who will be offering BBN Planet services throughout the United States.

COMPANY NAME: Genuity Inc (593907)

DESCRIPTORS: Internet Access; Software Marketing; **Telephone** Companies
REVISION DATE: 20030221

23/5/56 (Item 3 from file: 256)
DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00073416 DOCUMENT TYPE: Review

PRODUCT NAMES: MCI MAIL (249661); Virtual Private Internet Services
(546496)

TITLE: MCI plans new corporate Internet, readies IP-based version of MCI..
AUTHOR: Moeller, Michael
SOURCE: PC Week, v12 n2 p1(2) Jan 16, 1995
ISSN: 0740-1604

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

MCI **Communications** will release a business internetworking service in 1995 to give corporate users more **telecommunications** functions. The service competes with one offered by **AT & T** and Novell, NetWare Connect. The IP networking service is tentatively known as Virtual Private Internet **Services** and can **replace** proprietary internetworks. The **product** offers an **alternative** to more expensive leased lines and frame-relay services. According to **MCI**, security and connectivity services will be added, to provide a comprehensively managed environment. A new Internet Protocol (IP) release of MCI MAIL is also in the works, a messaging service that uses Internet Multipurpose Internet Mail Extensions (MIME) standards. Many advanced functions are provided, including file transfer, online conferencing, videoconferencing, graphics transmission, voice **communication**, and mail message annotation.

COMPANY NAME: MCI (597953)
SPECIAL FEATURE: Screen Layouts
DESCRIPTORS: **Communications** Standards; E-Mail; Internetworking
REVISION DATE: 20030728

23/5/57 (Item 4 from file: 256)
DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00070586 DOCUMENT TYPE: Review

PRODUCT NAMES: networkMCI Business (531332)

TITLE: Collaboration Is Objective of NetworkMCI
AUTHOR: Rendleman, John
SOURCE: Communications Week, v523 p1(2) Sep 19, 1994
ISSN: 0746-8121

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

MCI **Communications** has been receiving favorable reviews on its planned

package of e-mail, information sharing, and desktop videoconferencing software. The package is being marketed toward mid-sized companies that want an out-of-the-package **communications** solution. The new software package, called networkMCI Business, is designed to work with such **other MCI services** as Preferred, Vision, or Vnet **offerings**. This product competes with **At & T** 's NetWare Connect and WorldWorx products, and analysts predict that the release of networkMCI Business will spur a marketing war among AT&T, MCI, and Sprint. Components of the package are discussed.

COMPANY NAME: MCI (597953)
DESCRIPTORS: Conferencing; E-Mail; Groupware; Network Software;
Videoconferencing
REVISION DATE: 20030728

23/5/58 (Item 5 from file: 256)
DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00062668 DOCUMENT TYPE: Review

PRODUCT NAMES: Telescript (440647)

TITLE: Group of AT&T Developers Break the Mold to Solve E-mail Problems
AUTHOR: Clancy, Heather
SOURCE: CRN, v567 p8(1) Feb 28, 1994
ISSN: 0893-8377
HOMEPAGE: <http://www.crn.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

AT&T's PersonaLink Services team will write the first electronic mail application to use General Magic's Telescript **communications** scripting language. Telescript lets users create intelligent applications, to perform tasks such as custom information retrieval, and online shopping. The first product to emerge from the AT&T group will be PersonaLink Mail, a two-way wired or wireless Telescript messaging service, running under the Magic Cap operating environment. The service will tie into **AT & T** 's existing EasyLink e-mail service. **AT & T** will also **offer other** Telescript-based **products**, including a daily news service, shopping service, and a paging gateway.

COMPANY NAME: General Magic (554413)
DESCRIPTORS: E-Mail; Network Software; Wireless Networks
REVISION DATE: 20020124

Set	Items	Description
S1	313	AU=(MUELLER R? OR MUELLER, R?)
S2	1316	PA=(WALKER? OR PRICELINE?)
S3	71984	BUYING OR BUY? ? OR SELL? ? OR SELLING OR TRANSACT? OR TRA- DING OR TRADE? ? SALE? ?
S4	173	UPSELL? OR UP() (SELL? ? OR SELLING)
S5	1298156	SUPPLEMENTAL? OR ALTERNAT? OR REPLACE? OR ANOTHER OR ADDIT- IONAL OR MULTIPL? OR SPARE? OR UPGRADE? OR COMPLIMENT?
S6	628072	PRODUCT? ? OR GOODS OR WARES OR ITEM? ?
S7	66523	RANK? OR SCORE? OR SCORING
S8	166833	OFFER? OR TENDER?
S9	10887	DISCOUNT? OR INCENTIVE?
S10	104637	AD OR ADVERT? OR COUPON OR PROMO? ? OR PROMOTION? ?
S11	96	S4(15N)S6
S12	38	S11(S) (S7 OR S9 OR S10)
S13	2966	S7(5N)S6
S14	44	S13(15N) (S9 OR S10)
S15	31509	S5(1N)S6
S16	407	S15(7N)S3
S17	82	S16(S) (S9 OR S10)
S18	155	S12 OR S14 OR S17
S19	86	S18 AND IC=G06F-017/60

? show file

File 348:EUROPEAN PATENTS 1978-2003/Nov W01

(c) 2003 European Patent Office

File 349:PCT FULLTEXT 1979-2002/UB=20031106,UT=20031030

(c) 2003 WIPO/Univentio

19/3,K/1 (Item 1 from file: 348)
DIALOG(R)File 348:EUROPEAN PATENTS
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01387197

SYSTEM FOR TRANSMITTING WEB PAGE, METHOD FOR TRANSMITTING WEB PAGE AND
RECORDED MEDIUM

SYSTEM UM WEB SEITE ZU VERSENDEN, VERFAHREN UM WEB SEITE ZU VERSENDEN UND
AUFZEICHNUNGSMEDIUM

SYSTEME ET PROCEDE DE TRANSMISSION D'UNE PAGE WEB, ET SUPPORT ENREGISTRE
PATENT ASSIGNEE:

SEIKO EPSON CORPORATION, (730001), 4-1, Nishishinjuku 2-chome,
Shinjuku-ku, Tokyo 160-0811, (JP), (Applicant designated States: all)

INVENTOR:

SHIBUSAWA, Yasuo, c/o EPSON DIRECT CORPORATION, 3-5, Owa 3-Chome,
Suwa-Shi, Nagano 392-8502, (JP)

OSHIMA, Yasuhiro, c/o EPSON DIRECT CORPORATION, 3-5, Owa 3-Chome,
Suwa-Shi, Nagano 392-8502, (JP)

GOTO, Eriko, c/o SEIKO EPSON CORPORATION, 3-5, Owa 3-Chome, Suwa-Shi,
Nagano 392-8502, (JP)

HAJI, Hisao, c/o SEIKO EPSON CORPORATION, 3-5, Owa 3-Chome, Suwa-Shi,
Nagano 392-8502, (JP)

LEGAL REPRESENTATIVE:

Sturt, Clifford Mark et al (50502), Miller Sturt Kenyon 9 John Street,
London WC1N 2ES, (GB)

PATENT (CC, No, Kind, Date): EP 1221656 A1 020710 (Basic)
WO 200193054 011206

APPLICATION (CC, No, Date): EP 2001934438 010530; WO 2001JP4573 010530

PRIORITY (CC, No, Date): JP 2000160624 000530

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;
LU; MC; NL; PT; SE; TR

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: G06F-015/00; **G06F-017/60** ; G06F-013/00

ABSTRACT WORD COUNT: 126

NOTE:

Figure number on first page: 0001

LANGUAGE (Publication,Procedural,Application): English; English; Japanese

FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS A	(English)	200228	910
SPEC A	(English)	200228	4103
Total word count - document A			5013
Total word count - document B			0
Total word count - documents A + B			5013

...INTERNATIONAL PATENT CLASS: **G06F-017/60**

...SPECIFICATION rank-specific) wholesale price table including information
of the wholesale price for each of the **products** , a (**rank** -specific)
discount rate table including information of the **discount** rate for
each of the products may be provided. In this case, the individual
products...

...rank-specific) discount rate being determined for each of the groups. In
addition, the same **discount** rate may be set for all the **products** of
the same **rank** .

The computer to be used in the above-described embodiments includes
hardware of a known...

19/3,K/2 (Item 2 from file: 348)
DIALOG(R)File 348:EUROPEAN PATENTS
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01386507

System and method for assisting user shopping over computer networks
System und Verfahren zur Unterstützung von Einkäufen über ein
Computernetzwerk
Systeme et procede permettant d'aider un utilisateur avec des achats en
ligne

PATENT ASSIGNEE:

International Business Machines Corporation, (200128), New Orchard Road,
Armonk, NY 10504, (US), (Applicant designated States: all)

INVENTOR:

Lee, Juhnyoung, IBM Uk Ltd., IP Law, Hursley Park, Winchester, Hampshire
SO21 2JN, (GB)

Kalagnanam, Jayant R., IBM Uk Ltd., IP Law, Hursley Park, Winchester,
Hampshire SO21 2JN, (GB)

Davenport, Andrew J., IBM Uk Ltd., IP Law, Hursley Park, Winchester,
Hampshire SO21 2JN, (GB)

Lee, Ho Soo, IBM Uk Ltd., IP Law, Hursley Park, Winchester, Hampshire
SO21 2JN, (GB)

Leung, Ying Tat, IBM Uk Ltd., IP Law, Hursley Park, Winchester, Hampshire
SO21 2JN, (GB)

LEGAL REPRESENTATIVE:

Burt, Roger James, Dr. (52152), IBM United Kingdom Limited Intellectual
Property Department Hursley Park, Winchester Hampshire SO21 2JN, (GB)

PATENT (CC, No, Kind, Date): EP 1176531 A1 020130 (Basic)

APPLICATION (CC, No, Date): EP 2001305916 010709;

PRIORITY (CC, No, Date): US 617496 000717; US 618100 000717; US 618096
000717

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;
LU; MC; NL; PT; SE; TR

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: **G06F-017/60**

ABSTRACT WORD COUNT: 113

NOTE:

Figure number on first page: 1

LANGUAGE (Publication,Procedural,Application): English; English; English

FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS A	(English)	200205	1366
SPEC A	(English)	200205	13246
Total word count - document A			14612
Total word count - document B			0
Total word count - documents A + B			14612

INTERNATIONAL PATENT CLASS: **G06F-017/60**

...SPECIFICATION add to the list auxiliary product information for
cross-sell which markets one or more **products** complementary in function
to a selected **product** , **up - sell** which markets one or more **products**
similar but more upscale than a selected **product** , accessory which
markets one or more products accessorizing a selected product,
substitution which markets one or more products substituting a selected
product, and **promotion** which markets one or more products for
liquidation or testing. When ...are not included in the given shopping
list 1100. To suggest substitution, accessory, cross-sell, **up - sell** ,
and **promotion products** , online stores 120 use the merchandising data

table shown in Figure 13.
Figure 13 is...

...revenue of the store 120. Each entry of the merchandising data table includes for each **product** the **product** name 1301, the **product** ID 1302, the cross-sell **products** 1303, the **up - sell products** 1304, the accessory **products** 1305, the substitution **products** 1306, the indicator of **promotion** 1307, and the inventory level 1308. The inventory level 1308 can be represented in numbers...

19/3,K/3 (Item 3 from file: 348)
DIALOG(R)File 348:EUROPEAN PATENTS
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01337365

Electronic coupon transaction system

System fur Transaktionen mit elektronischen Kupons

Systeme de transactions pour des coupons electroniques

PATENT ASSIGNEE:

Forval La Naissance, Inc., (3057391), 5-52-2, Jingumae, Shibuya-ku, Tokyo
, (JP), (Applicant designated States: all)

INVENTOR:

Hasegawa, Takashi, Forval La Naissance, Inc., 5-52-2, Jingumae,
Shibuya-ku, Tokyo, (JP)

Taguchi, Yoshihiko, Forval La Naissance, Inc., 5-52-2, Jingumae,
Shibuya-ku, Tokyo, (JP)

LEGAL REPRESENTATIVE:

Strehl Schubel-Hopf & Partner (100941), Maximilianstrasse 54, 80538
Munchen, (DE)

PATENT (CC, No, Kind, Date): EP 1143360 A2 011010 (Basic)

APPLICATION (CC, No, Date): EP 2000125868 001124;

PRIORITY (CC, No, Date): JP 2000102957 000405; JP 2000269962 000906

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;
LU; MC; NL; PT; SE; TR

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: **G06F-017/60**

ABSTRACT WORD COUNT: 161

NOTE:

Figure number on first page: 10A

LANGUAGE (Publication,Procedural,Application): English; English; English
FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS A	(English)	200141	1087
SPEC A	(English)	200141	24178
Total word count - document A			25265
Total word count - document B			0
Total word count - documents A + B			25265

INTERNATIONAL PATENT CLASS: **G06F-017/60**

...SPECIFICATION personal authentication is performed with a customer terminal owned by a customer who owns a **coupon** (a customer who does the shopping). The personal authentication is performed for an electronic **coupon** use supporting system also. A goods buying certificate (goods buying certifying information) is information which...

...goods buying certificate can be set properly in compliance with an arrangement between an electronic **coupon** use supporting system and a store). **Alternatively**, a **goods buying** certificate consists of a

password etc. passed or told by a store (shopping district, for...

...goods buying certificate can be set properly in compliance with an arrangement between an electronic **coupon** use supporting system and a store). A place where personal authentication is performed or a...

19/3,K/4 (Item 4 from file: 348)

DIALOG(R)File 348:EUROPEAN PATENTS

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01320331

**TOTAL ADVERTISEMENT MANAGING SYSTEM USING ADVERTISEMENT PORTFOLIO MODEL
WERBUNGSVERWALTUNGSSYSTEM DAS EIN WERBUNGSPORTFOLIOMODELL VERWENDET
SYSTEME DE GESTION DE PUBLICITE UTILISANT UN MODELE DE PORTEFEUILLE DE
PUBLICITES**

PATENT ASSIGNEE:

Dentsu Inc., (3305470), 11-10, Tsukiji 1-chome, Chuo-ku, Tokyo 104-8426,
(JP), (Applicant designated States: all)

INVENTOR:

AIHARA, Ken, 401, 1-10-16, Kosugijinya-cho, Nakahara-ku, Kawasaki-shi
Kanagawa 211-0062, (JP)

HIBIKI, Norio, C-1207, 3-20, Nakaarai, Tokorozawa-shi, Saitama 359-0041,
(JP)

LEGAL REPRESENTATIVE:

Skone James, Robert Edmund (50281), GILL JENNINGS & EVERY Broadgate House
7 Eldon Street, London EC2M 7LH, (GB)

PATENT (CC, No, Kind, Date): EP 1244036 A1 020925 (Basic)
WO 2001048646 010705

APPLICATION (CC, No, Date): EP 2000985917 001227; WO 2000JP9280 001227

PRIORITY (CC, No, Date): JP 99377367 991227

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;
LU; MC; NL; PT; SE; TR

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: **G06F-017/60**

ABSTRACT WORD COUNT: 175

NOTE:

Figure number on first page: 1

LANGUAGE (Publication,Procedural,Application): English; English; Japanese

FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS A	(English)	200239	903
SPEC A	(English)	200239	13022
Total word count - document A			13925
Total word count - document B			0
Total word count - documents A + B			13925

INTERNATIONAL PATENT CLASS: **G06F-017/60**

...SPECIFICATION and the time rank specification are used to specify the broadcasting hour or the time **rank** for the **advertisement product** which the user wants to buy by, for example, (1) specifying the period in the...

19/3,K/5 (Item 5 from file: 348)

DIALOG(R)File 348:EUROPEAN PATENTS

(c) 2003 European Patent Office. All rts. reserv.

01313455

Method and system for notifying a consumer that the photofinishing order is ready and for controlling inventory of photofinishing orders in a business

Verfahren und System zum Benachrichtigen des Konsumenten über die Erledigung der Entwicklung von Photos und zum Steuern des Inventars von Entwicklungsbestellungen in einem Unternehmen

Methode et systeme pour la notification a un client de l'achevement du developpement de photos et pour le controle de l'inventaire de commandes de developpement dans une entreprise

PATENT ASSIGNEE:

EASTMAN KODAK COMPANY, (201212), 343 State Street, Rochester, New York 14650, (US), (Applicant designated States: all)

INVENTOR:

McIntyre, Dale F., Eastman Kodak Company, PLS, 343 State Street, Rochester, New York 14650-2201, (US)

Cooper, Andrew T., Eastman Kodak Company, PLS, 343 State Street, Rochester, New York 14650-2201, (US)

Weir, Robert F., Eastman Kodak Company, PLS, 343 State Street, Rochester, New York 14650-2201, (US)

LEGAL REPRESENTATIVE:

Haile, Helen Cynthia et al (60522), Kodak Limited Patent, W92-3A, Headstone Drive, Harrow, Middlesex HA1 4TY, (GB)

PATENT (CC, No, Kind, Date): EP 1122670 A2 010808 (Basic)
EP 1122670 A3 010822

APPLICATION (CC, No, Date): EP 2001200221 010122;

PRIORITY (CC, No, Date): US 498535 000204

DESIGNATED STATES: CH; DE; FR; GB; LI

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: G06F-017/60

ABSTRACT WORD COUNT: 88

NOTE:

Figure number on first page: 1

LANGUAGE (Publication,Procedural,Application): English; English; English
FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS A	(English)	200132	514
SPEC A	(English)	200132	5173
Total word count - document A			5687
Total word count - document B			0
Total word count - documents A + B			5687

INTERNATIONAL PATENT CLASS: G06F-017/60

...SPECIFICATION retailer branding area 110 available for the retailer 23 to insert a mark, logo, or **advertisement**. With remote ordering, the opportunity for a retail clerk to create awareness or even **up sell** a customer to a new **product** is not available. It is therefore desirable to visually display a customer's photos within...

...an album page of the images within the photofinishing order. Similar up sells may be **advertised** on the postcard 87. For example, a notice that albuming of the images of the...

...can be obtained and if ordered within a week of receiving the images, a 30% **discount** will be provided to the customer. It is, of course, understood that various other **promotions** may be provided to the customer. It may be desirable to provide **promotional** material related to the goods or services being provided. For example if a customer requests an enlargement, an **ad** for custom framing may be provided in

the notification.

In the embodiments discussed above hard...

19/3,K/6 (Item 6 from file: 348)

DIALOG(R)File 348:EUROPEAN PATENTS

(c) 2003 European Patent Office. All rts. reserv.

01310532

Method and apparatus for ordering photofinishing goods and/or services
Verfahren und System zum Bestellen von Gutern und Diensten fur die
Photoausarbeitung

Methode et systeme de commande de biens et de services pour le
developpement de photos

PATENT ASSIGNEE:

EASTMAN KODAK COMPANY, (201212), 343 State Street, Rochester, New York
14650, (US), (Applicant designated States: all)

INVENTOR:

Ramquist, Neil A. Jr., Eastman Kodak Company, 343 State Street,
Rochester, New York 14650-2201, (US)
Fetterman, Clyde L., Eastman Kodak Company, 343 State Street, Rochester,
New York 14650-2201, (US)
Lewis, Frederic T., Eastman Kodak Company, 343 State Street, Rochester,
New York 14650-2201, (US)
Nardozzi, Frank M., Eastman Kodak Company, 343 State Street, Rochester,
New York 14650-2201, (US)

LEGAL REPRESENTATIVE:

Haile, Helen Cynthia et al (60522), Kodak Limited Patent, W92-3A,
Headstone Drive, Harrow, Middlesex HA1 4TY, (GB)

PATENT (CC, No, Kind, Date): EP 1120728 A2 010801 (Basic)
EP 1120728 A3 010822

APPLICATION (CC, No, Date): EP 2001200110 010115;

PRIORITY (CC, No, Date): US 492062 000127

DESIGNATED STATES: CH; DE; FR; GB; IT; LI; SE

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: **G06F-017/60**

ABSTRACT WORD COUNT: 93

NOTE:

Figure number on first page: 2

LANGUAGE (Publication,Procedural,Application): English; English; English

FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS A	(English)	200131	865
SPEC A	(English)	200131	7087
Total word count - document A			7952
Total word count - document B			0
Total word count - documents A + B			7952

INTERNATIONAL PATENT CLASS: **G06F-017/60**

...SPECIFICATION allows reorientation of the particular offerings.

Applicants have found that the particular position of certain **product** offerings can have an influence on the **up - sell** of a particular **goods** and/or services. Thus, periodically, various screens can be automatically re-oriented such that the...

...certain goods and/or services are being promoted to the customer. Quite often these special **promotions** are called **up - sells** which are trying to interest the customer in the ordering of additional **goods** and/or services which are an up-scale sell of the current goods and/or...

19/3,K/7 (Item 7 from file: 348)
DIALOG(R)File 348:EUROPEAN PATENTS
(c) 2003 European Patent Office. All rts. reserv.

00901235

Interactive multimedia advertising and electronic commerce on a hypertext
network
Interaktive Multimedia-Werbung und elektronischer Handel in einem
Hypertextnetz
Publicite interactive multimedia et commerce electronique sur un reseau
hypertexte

PATENT ASSIGNEE:

AT&T Corp., (589370), 32 Avenue of the Americas, New York, NY 10013-2412,
(US), (Applicant designated States: all)

INVENTOR:

Apte, Jitendra, 28 Ann Court, Tinton Falls, N.J. 07724, (US)
Roesler, Marina Lima, 471 Channing Avenue, Westfield, N.J. 07090, (US)

LEGAL REPRESENTATIVE:

Kuhnen & Wacker (101501), Patentanwaltsgesellschaft mbH,
Alois-Steinecker-Strasse 22, 85354 Freising, (DE)

PATENT (CC, No, Kind, Date): EP 822535 A2 980204 (Basic)
EP 822535 A3 001004

APPLICATION (CC, No, Date): EP 97113326 970801;

PRIORITY (CC, No, Date): US 691900 960801

DESIGNATED STATES: DE; FR; GB

EXTENDED DESIGNATED STATES: AL; LT; LV; RO; SI

INTERNATIONAL PATENT CLASS: G09F-027/00; G06F-017/30; G06F-017/60

ABSTRACT WORD COUNT: 97

NOTE:

Figure number on first page: 4

LANGUAGE (Publication,Procedural,Application): English; English; English
FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS A	(English)	9806	1986
SPEC A	(English)	9806	5381
Total word count - document A			7367
Total word count - document B			0
Total word count - documents A + B			7367

...INTERNATIONAL PATENT CLASS: G06F-017/60

...SPECIFICATION secure purchase sequence is initiated for the product or service shown in the presently displayed **advertisement**. A secure purchase sequence comprises at least one screen displayed to the user in the browser area 31. In a process known as "**upselling**," the present invention displays **advertisements** related to the **item** being purchased by the user during the secure purchase sequence. For example, if the user is purchasing a pair of shoes, **advertisements** for belts, shoe polish and foot care products are displayed to the user in the **advertising** area 32 while the secure purchase sequence pages are displayed to the user in the...

19/3,K/8 (Item 1 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2003 WIPO/Univentio. All rts. reserv.

01053633 **Image available**

RETAIL STORE PERFORMANCE OPTIMIZATION SYSTEM

SYSTEME D'OPTIMISATION DE PERFORMANCE DE MAGASIN DE VENTE AU DETAIL

Patent Applicant/Assignee:

ACCENTURE GLOBAL SERVICES GMBH, Geschäftshaus Herrenacker 15, CH-8200
Schaffhausen, CH, CH (Residence), CH (Nationality)

Inventor(s):

BAYDAR Cern M, 1501 S. Wolf Road, Prospect Heights, IL 60070, US,
PETRUSHIN Valery A, 871 Stonebridge Lane, Buffalo Grove, IL 60089, US,
GERSHMAN Anatole V, 522 W. Barry Avenue, Chicago, IL 60657, US,

Legal Representative:

McLEISH Nicholas Alistair Maxwell (et al) (agent), Boulton Wade Tennant,
Verulam Gardens, 70 Gray's Inn Road, London WC1X 8BT, GB,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200383732 A2 20031009 (WO 0383732)

Application: WO 2003EP3416 20030331 (PCT/WO EP0303416)

Priority Application: US 2002369448 20020401; US 2002189701 20020703; US
2002190004 20020703

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO

RU SC SD SE SG SK SL TJ TM TN TR TT TZ UA UG UZ VC VN YU ZA ZM ZW

(EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR HU IE IT LU MC NL PT RO SE
SI SK TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 7373

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... customer may buy either of several Coca-Cola products. When a store manager gives a **discount coupon** to that customer for one product to increase the buying probability of that product, the store manager also decreases the **buying** probability of **another product** for that customer. With complementary products, the dependency relationship is directly ...the buying probability of cheddar cheese (for preparation of macaroni and cheese), then having a **discount** on either of macaroni or cheddar cheese will increase or complement the buying probability of...

19/3,K/9 (Item 2 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00991465 **Image available**

METHOD AND SYSTEM FOR PARSING PURCHASE INFORMATION FROM WEB PAGES

**PROCEDE ET SYSTEME PERMETTANT D'ANALYSER DES INFORMATIONS RELATIVES A UN
ACHAT EMANANT DE PAGES WEB**

Patent Applicant/Assignee:

PREDICTIVE NETWORKS INC, 689 Massachusetts Avenue, Suite 200, Cambridge,
MA 02139, US, US (Residence), US (Nationality)

Inventor(s):

ODDO Anthony Scott, 90 Wenham Street #3, Jamaica Plain, MA 02130, US,

Legal Representative:

HAAG Joseph F (et al) (agent), Hale and Dorr LLP, 60 State Street,
Boston, MA 02109, US,
Patent and Priority Information (Country, Number, Date):
Patent: WO 200321510 A2-A3 20030313 (WO 0321510)
Application: WO 2002US24074 20020729 (PCT/WO US0224074)
Priority Application: US 2001315835 20010829; US 2002136537 20020506
Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU
CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR
KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE
SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR IE IT LU MC NL PT SE SK TR
(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 12158

Main International Patent Class: G06F-017/60
Fulltext Availability:
Detailed Description

Detailed Description

... specifically related to an individual product, but is instead related to the overall purchase or **multiple product** purchases. For example, **transaction** information for a **transaction** can include subtotal, tax, shipping cost, and total cost information, as well as **discount** information, shipping type, and credit card type. The transaction information for subtotal, tax, shipping cost, **discounts**, and total cost are called transaction prices, and the transaction information for shipping type and...

19/3,K/10 (Item 3 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2003 WIPO/Univentio. All rts. reserv.

00979142 **Image available**

**METHODS AND APPARATUS FOR INTELLIGENT SELECTION OF GOODS AND SERVICES IN
TELEPHONIC AND ELECTRONIC COMMERCE**
**PROCEDES ET DISPOSITIF DE SELECTION INTELLIGENTE DE BIENS ET DE SERVICES
DANS LES SYSTEMES DE COMMERCE TELEPHONIQUE ET ELECTRONIQUE**

Patent Applicant/Assignee:

WEST DIRECT INC, 11808 Miracle Hills Drive, Omaha, NE 68154, US, US
(Residence), US (Nationality)

Inventor(s):

KATZ Ronald A, 570 South Mapleton Drive, Los Angeles, CA 90024, US,
WEST Gary L, 9746 Ascot Drive, Omaha, NE 68114, US,
BARKER Thomas B, 708 North 164th Street, Omaha, NE 68118, US,

Legal Representative:

FOWLER Charles C (agent), Lyon & Lyon LLP, 633 West Fifth Street, Suite
4700, Los Angeles, CA 90071-2066, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200309098 A2-A3 20030130 (WO 0309098)
Application: WO 2002US22616 20020716 (PCT/WO US0222616)
Priority Application: US 2001907724 20010717

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU
CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP
KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO
RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG UZ VN YU ZA ZM ZW

(EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR IE IT LU MC NL PT SE SK TR
(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 23472

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... or profitability score may then be assessed and used as an input in processing the **upsell** determination.

Yet another forin of database infornation includes inventory data 336. hi determining the **items** for **upsell** , the inventory database may be consulted before, during, or after the **upsell** determination. The **upsell** may **discount** the offering of a **product** which is unavailable at that time. hi another aspect, the system may yet still offer...

...cannot be obtained from inventory and delivered to the customer in a timely manner, that **product** is not offered as an **upsell** .

Third party possession 3 3 8 Oat s, max/ be utilized. A manufacturer may maintain...

19/3,K/11 (Item 4 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00930237 **Image available**

SALES ENHANCEMENT SYSTEM AND METHOD FOR RETAIL BUSINESSES

**SYSTEME D'AMELIORATION DES VENTES ET PROCEDE DESTINE A DES COMMERCE DE
DETAIL**

Patent Applicant/Assignee:

MOTIVIA LTD, Rimalt Street 8, 52281 Ramat Gan, IL, IL (Residence), IL
(Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

BARATZ Shy, Rimalt Street 8, 52281 Ramat Gan, IL, IL (Residence), IL
(Nationality), (Designated only for: US)

Legal Representative:

FRIEDMAN Mark M (agent), Beit Samueloff, Haomanim Street 7, 67897 Tel
Aviv, IL,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200263411 A2-A3 20020815 (WO 0263411)

Application: WO 2002IL98 20020205 (PCT/WO IL0200098)

Priority Application: US 2001265869 20010205

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO

RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG US UZ VN YU ZA ZM ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 11641

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... patron. It is highly desirable to interest patrons in purchasing additional and larger, more profitable **items** (also known as **up - selling**). This is typically achieved by offering **promotions** in the form of combination meals at a special, reduced price, and by training cashiers...

19/3,K/12 (Item 5 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00922980

METHOD AND SYSTEM FOR UTILIZING A TELEPHONE AS A CONSUMER REQUEST DEVICE
FOR ISSUING PROMOTIONS

PROCEDE ET SYSTEME D'UTILISATION D'UN TELEPHONE EN TANT QUE DISPOSITIF DE
DEMANDES DE CLIENT POUR DES PROMOTIONS

Patent Applicant/Assignee:

CATALINA MARKETING INTERNATIONAL INC, 200 Carillon Parkway, St.

Petersburg, FL 33716, US, US (Residence), US (Nationality)

Inventor(s):

SIEGEL Cary, 3993 Arlington Drive, Palm Harbor, FL, US,

Legal Representative:

NEIFELD Richard A (et al) (agent), Oblon, Spivak, McClelland, Maier &

Neustadt, P.C., 4th Floor, 1755 Jefferson Davis Highway, Arlington, VA
22202, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200256233 A2 20020718 (WO 0256233)

Application: WO 2001US8650 20010412 (PCT/WO US0108650)

Priority Application: US 2001756745 20010110

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 8472

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... the present invention is to provide the consumer with choices on where and how the **promotion** is to be issued. In one embodiment of the present invention, the **promotions** selected by the consumer are sent directly to the retail store where the consumer intends to **buy** the **product** . In **another** embodiment of the present invention, the **promotion** is directed directly to the consumer via electronic transmission of the **promotion** to a fax machine, a kiosk, or by direct mailing of the **promotion** to the

consumer.

Still another object of the present invention is to provide a medium...

19/3,K/13 (Item 6 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00908952 **Image available**

ANONYMOUS TRANSACTION SYSTEM

SYSTEME DE TRANSACTION ANONYME

Patent Applicant/Assignee:

NEXTWORTH INC, 410 N.W. 18th Street, #102, Portland, OR 97209, US, US
(Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

STEELE Dale Everett, 410 N.W. 18th Street, #102, Portland, OR 97209, US,
US (Residence), US (Nationality), (Designated only for: US)

SILVA Kenneth Alan, 610 N.W. 131st Street, Vancouver, WA 98685, US, US
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

FORD Stephen S (agent), Marger Johnson McCollom, P.C., 1030 S.W. Morrison
Street, Portland, OR 97205, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200242982 A2 20020530 (WO 0242982)

Application: WO 2001US44318 20011127 (PCT/WO US0144318)

Priority Application: US 2000253371 20001127

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO

RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZM ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 15770

Main International Patent Class: G06F-017/60

Fulltext Availability:

Claims

Claim

... s credit rating. There exist a plurality of suppliers 1 1 5, each of which **sells** a single or **multiple** financial **products** and services. In order to **sell** the product or service, the suppliers 1 1 5 must generate a plurality of **advertisements** 1 1 0. A typical consumer 105 is exposed to the **advertisements** 1 1 0 via a variety of methods, such as mass mailings, television, radio, and...

...A percentage of the 1 5 consumers reached in this fashion will respond to the **advertisements**, since only a few are in the market for a particular product at the time the **advertisement** is running. If the consumer is in the market for the product or service, they...digital assistant includes an area 620 for identifying the intermediary by name or for other **advertisement** purposes. A submit button 680 allows the consumer to submit their application. Areas 640 and...on lines 812, 814, and 816 are used to choose pre-composed terms, disclosures, and **advertisements** to place with the offer. 'the "submit offers" button on line 818 is selected when...

...loans, business leasing, dating services, retail, commercial, application service provider, etc. Other applications can include **advertising** services and dating services. An ATS, distributor or multiple levels of distributors can determine consumers...targeting relationship rate opportunities for consumers requesting two or more products. Suppliers 1036 can cross- **sell additional products** to consumers 1000 who already have one or more products from the same supplier 1036...

19/3,K/14 (Item 7 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00907112 **Image available**

PROMOTION PRICING SYSTEM AND METHOD

SYSTEME ET PROCEDE D'EVALUATION D'UN PRIX PROMOTIONNEL

Patent Applicant/Assignee:

MANUGISTICS ATLANTA INC, 2115 East Jefferson Street, Rockville, MD 20852,
US, US (Residence), US (Nationality)

Inventor(s):

BOYD Dean Weldon, 36245 Wagner Lane, Cottage Grove, OR 97424, US,
BALEPUR Prashandt Narayan, 1606 Pala Ranch Circle, San Jose, CA 95133, US

SCHWARZ Henry Frederick, 1171 Rickover Lane, Foster City, CA 94404, US,
APPS Phillip David Reginald, 2035 California Street, Apt. #7, Mountain
View, CA 94040, US,

NANDIWADA Ravishankar Venkata, 7110 Rainbow Drive, Apt. #13, San Jose, CA
95129, US,

MONTEIRO Brian Lawrence, 452 South Bernardo, Apt. #1, Sunnyvale, CA 94086
, US,

GUARDINO Thomas Edward, 1033 Forrester Way, Eugene, OR 97401, US,

Legal Representative:

CROWSON Celine Jimenez (et al) (agent), Hogan & Hartson L.L.P., 555
Thirteenth Street, N.W., Washington, DC 20004-1109, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200241219 A1 20020523 (WO 0241219)

Application: WO 2001US43100 20011115 (PCT/WO US0143100)

Priority Application: US 2000249057 20001115

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO

RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 13839

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... the answer to this question. Specifically, the OM 1 1 00 will identify the optimal **discount** for each product (which generates the highest profitability) and **rank products** by profitability (given the

recommended **incentive**).

To guide the operation of the OM 1 1 00, the user can establish business ...incentive type (i.e. discount). Thus, the OM I 100 will.

(1) Identify the optimal **discount** for each product / store group / sales channel

combination (which generates the highest profitability); and

(2) **Rank product** / store group / sales channel combinations by profitability (given the recommended **incentive**).

By employing the OM 1 1 00, the user can identify which products within the...

19/3,K/15 (Item 8 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00904282 **Image available**

METHODS AND APPARATUS FOR INTELLIGENT SELECTION OF GOODS AND SERVICES IN TELEPHONIC AND ELECTRONIC COMMERCE

PROCEDES ET APPAREIL PERMETTANT UNE SELECTION INTELLIGENTE DE BIENS ET DE SERVICES POUR UN COMMERCE TELEPHONIQUE ET ELECTRONIQUE

Patent Applicant/Assignee:

WEST DIRECT INC, 11808 Miracle Hills Drive, Omaha, NE 68154, US, US

(Residence), US (Nationality)

Inventor(s):

KATZ Ronald A, 570 South Mapleton Drive, Los Angeles, CA 90024, US,

WEST Gary L, 9746 Ascot Drive, Omaha, NE 68114, US,

BARKER Thomas B, 708 North 164th Street, Omaha, NE 68118, US,

Legal Representative:

FOWLER Charles C (agent), Lyon & Lyon LLP, 633 West Fifth Street, Suite

4700, Los Angeles, CA 90071-2066, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200237926 A2 20020516 (WO 0237926)

Application: WO 2001US42729 20011015 (PCT/WO US0142729)

Priority Application: US 2000691392 20001017

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PH PL PT RO RU

SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 20327

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... that will provide an indication of the preferably upper bound on the cost of the **upsell** offer.

Yet another form of database information includes inventory data 336. In determining the **items** for **upsell** , the inventory database may be

consulted before, during, or after the **upsell** determination. The **upsell** may **discount** the offering of a **product** which 0 is unavailable at that time. In another aspect, the system may yet still...

...cannot be obtained from inventory and delivered to the customer in a timely manner, that **product** is not offered as an **upsell**.

S Third party possession 338 databases may be utilized. A manufacturer may maintain a database...

19/3,K/16 (Item 9 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2003 WIPO/Univentio. All rts. reserv.

00903286 **Image available**

BUYER-DRIVEN TARGETING OF PURCHASING ENTITIES
CIBLAGE D'ENTITES CLIENTS DETERMINE PAR L'ACHETEUR

Patent Applicant/Inventor:

LANDESMANN Mark, 60 Parker Avenue, San Francisco, CA 94118, US, US
(Residence), AT (Nationality)

Legal Representative:

ELLIS William T (et al) (agent), Foley & Lardner, Suite 500, 3000 K
Street, N.W., Washington, DC 20007-5109, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200237377 A1 20020510 (WO 0237377)

Application: WO 2001US42834 20011030 (PCT/WO US0142834)

Priority Application: US 2000243960 20001030; US 2001758239 20010112; US
2001837377 20010419; US 2001888439 20010626

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO

RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 24312

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... advertisers. Alternatively or additionally, it could relate to the value of that buyer entity to **advertisers** in a particular **product** category. The **scores** and charges for each buyer entity can be a function of the recency/timing and...of luxury items, as determined for example by comparison of the buyer entity's luxury **item score** to a threshold set for a particular **advertisement**, to thereby select an **advertisement** for expensive jewelry, which advertisement will then be placed first in a sequence of advertisements...block 610, then correlates the accessed score (the term 'score' is intended to encompass composite **scores**) to at least one **item** of content. A typical item of content would be a banner **advertisement**. This item of content is then served to the buyer entity in the step represented...

19/3,K/17 (Item 10 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2003 WIPO/Univentio. All rts. reserv.

00903251 **Image available**

SYSTEM AND METHOD FOR PERFORMING CONTENT EXPERIENCE MANAGEMENT
SYSTEME ET PROCEDE PERMETTANT D'EFFECTUER LA GESTION D'EXPERIMENTATION DE
CONTENUS

Patent Applicant/Assignee:

ELIAS ARTS CORPORATION, 7th Floor, 508 West 26th Street, New York, NY
10001, US, US (Residence), US (Nationality)

Inventor(s):

CAREY Brian M, 939 Washington Street, #D1, Hoboken, NJ 07030, US,
CHAMBARD Francois, 67 Sheffield Avenue, Pawtucket, RI 02860, US,
ELIAS Scott S, 505 West End Avenue, 10B, New York, NY 10001, US,
HORWITZ Daron M, 306 W. 51st Street, Apartment 5A, New York, NY 10019, US

STEIN Andrew J, 120 East End Avenue, New York, NY 10028, US,

Legal Representative:

GOTTS Lawrence J (et al) (agent), Shaw Pittman LLP, 1650 Tysons
Boulevard, McLean, VA 22102-4859, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200237334 A1 20020510 (WO 0237334)

Application: WO 2001US42842 20011030 (PCT/WO US0142842)

Priority Application: US 2000243862 20001030

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR

KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO RU

SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 20189

International Patent Class: G06F-017/60 ...

Fulltext Availability:

Detailed Description

Detailed Description

... TABLE 3 2 - EXAMPLE CLIENT DATA FOR A GAME CONSOLE VENDOR

Content Touchpoint Description Brand/ Product Goal

Usage

Ad score 1 Commercial Techy Games Bring to life the
Electronic playing experience

Ad score 2 Commercial Techy Games Bring to lif& the
Electronic playing experience

Logo Commercial/ Sound...

19/3,K/18 (Item 11 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2003 WIPO/Univentio. All rts. reserv.

00899525 **Image available**

METHOD AND SYSTEM FOR FACILITATING A TRUSTED ON-LINE TRANSACTION BETWEEN
BUSINESSES AND NETWORKED CONSUMERS
PROCEDE ET SYSTEME DESTINES A FACILITER UNE TRANSACTION SECURISEE EN LIGNE

ENTRE DES ENTREPRISES ET DES CONSOMMATEURS EN RESEAUX

Patent Applicant/Assignee:

ACCENTURE PTE LTD, 152 Beach Road #19-00, The Gateway East, Singapore
189721, SG, SG (Residence), SG (Nationality)

Inventor(s):

MOK Kerry, 49 Toh Tuck Walk, Singapore 596622, SG,
KWEK So Cheer, 20 Bukit Batok St 52, Guilin View, #28-02, Singapore
659244, SG,
NG Kuo Pin, Block 460, #05-316, Tampines Street 42, Singapore 520460, SG,

CHEW Robert, 65 Elite Park Avenue, Singapore 458888, SG,

Legal Representative:

LAWRENCE Y D HO & ASSOCIATES PTE LTD (agent), 30 Bideford Road, #07-01,
Thongsia Building, Singapore 229922, SG,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200233616 A1 20020425 (WO 0233616)

Application: WO 2001SG214 20011018 (PCT/WO SG0100214)

Priority Application: US 2000693437 20001020

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PH PL PT RO RU

SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 14665

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... addition to the information described above, the Web page 295 of
Figure 10 may provide " **advertisements** " in an attempt to "cross-sell" or
" **up - sell** " some of its other **goods** or services which may or may not
be part of the plan. For instance, take...

...included. As a "crosssell", the business entity may provide information
about mobile phones, or other **products** related to a mobile phone
subscription service. As an " **up - sell** ", the business entity may
provide information about a plan that includes unlimited minutes for free
...

...provide a hyperlink to another Web page which provides the information
about cross-sell and **up - sell products** .

When the **item** 3, 615, above is selected, the business entity is shown a
Web page 395 of...

19/3,K/19 (Item 12 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

(c) 2003 WIPO/Univentio. All rts. reserv.

00875251 **Image available**

**METHOD AND SYSTEM TO SAVE CONTEXT FOR DEFERRED TRANSACTION VIA INTERACTIVE
TELEVISION**

PROCEDE ET SYSTEME DE SAUVEGARDE DE CONTEXTE EN VUE DE TRANSACTION DIFFEREE

PAR L'INTERMEDIAIRE DE TELEVISION INTERACTIVE

Patent Applicant/Assignee:

DIGEO INC, 8815 122nd Avenue NE, Kirkland, WA 98033, US, US (Residence),
US (Nationality)

Inventor(s):

TOMSEN Mai-lan, 207 17th Avenue, Seattle, WA 98122, US,

Legal Representative:

DE GUZMAN Dennis M (et al) (agent), Blakely, Sokoloff, Taylor & Zafman,
7th Floor, 12400 Wilshire Boulevard, Los Angeles, CA 90025-1026, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200209423 A1 20020131 (WO 0209423)

Application: WO 2001US41113 20010622 (PCT/WO US0141113)

Priority Application: US 2000220798 20000725; US 2000236422 20000928; US
2000728672 20001201; US 2001834044 20010411

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD

SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 7481

...International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... broadcast channels (e.g., programming that is customized by a viewer),
shopping channels, direct email

promotions , calendaring or other communication service **promotions** ,
and

services related to the **up - selling** /cross-selling of **products** .

These modifications can be made to the invention in light of the
above detailed description...

19/3,K/20 (Item 13 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00871061 **Image available**

ADVERTISING APPARATUS AND METHOD

DISPOSITIF ET PROCEDE DE PUBLICITE

Patent Applicant/Assignee:

MBYN INC, 16-6, Sunae-dong, Bundang-gu, Seongnam, Kyunggi-do 463-020, KR,
KR (Residence), KR (Nationality), (For all designated states except:
US)

Patent Applicant/Inventor:

CHUNG Sang Ho, 1107-203, Jugong Apt., 12/1, 652, Sanggye 8-dong,
Nowon-gu, Seoul 139-761, KR, KR (Residence), KR (Nationality)

YOU Soo Geun, 56-3, Jamwon-dong, Seocho-gu, Seoul 137-907, KR, KR
(Residence), KR (Nationality), (Designated only for: US)

Legal Representative:

PARK Lae Bong (agent), 1 Fl., Dongun Bldg., 413-4, Dogok 2-dong,
Kangnam-gu, Seoul 135-272, KR,

Patent and Priority Information (Country, Number, Date):

Bode Akintola12-Nov-03

Patent: WO 200205166 A1 20020117 (WO 0205166)
Application: WO 2001KR1182 20010710 (PCT/WO KR0101182)
Priority Application: KR 200039727 20000711
Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ
DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KZ LC
LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI
SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: Korean
Fulltext Word Count: 10915

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... rewarding

5 point is 0 is discovered while the main processor 330 checks the
acquired **scores** for all **advertisement items** to determine their
display priorities, that item will be positioned at the last.

However,, that...summarizes (inverted exclamation mark)t. Namely,
(inverted exclamation mark)t calculates total view times and
score sum for each **advertisement item** and appends all of date and
time to have viewed at to the calculated view...specif (inverted
exclamation mark)es a maximum bound (not shown in
Fig. 6) and a **score** sum acquired for the **advertisement item** exceeds
25 the maximum bound, (inverted exclamation mark)t writes the maximum
bound instead of...

19/3,K/21 (Item 14 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00868223

INCENTIVE MECHANISM FOR ENCOURAGING ADOPTION AND USE

**MECANISME INCITATIF ENCOURAGEANT A L'ADOPTION ET A L'UTILISATION D'UNE
ENTITE**

Patent Applicant/Inventor:

KUO Jeff, 465 Hillside Avenue, Hillside, NJ 07205, US, US (Residence), US
(Nationality)

KENARY Patrick J, 3000 North Sheridan Road, Apartment 6b, Chicago, IL
60657, US, US (Residence), US (Nationality)

Legal Representative:

MORRIS Francis E (et al) (agent), Pennie & Edmonds LLP, 1155 Avenue of
the Americas, New York, NY 10036, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200201452 A1 20020103 (WO 0201452)

Application: WO 2001US13367 20010425 (PCT/WO US0113367)

Priority Application: US 2000214277 20000628

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU
CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR
KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE
SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 13680

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description

Detailed Description

... the individual user, or as a share of the total use by all users.

The **incentive** payment may take the form of a cash amount, a credit toward future purchase **transactions**, **additional goods**, or any other tangible fonn that provides an economic benefit to the recipient.

In step...

19/3,K/22 (Item 15 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00857323 **Image available**

SYSTEM AND METHOD FOR RETURNING MERCHANDISE
SYSTEME ET PROCEDE DE RETOUR DE MARCHANDISES

Patent Applicant/Inventor:

WHITMAN Jonathan, 3301 W Strathmore Avenue, Baltimore, MD 21215, US, US
(Residence), US (Nationality)

Legal Representative:

KELBER Steven B (et al) (agent), Piper Marbury Rudnick & Wolfe LLP, 1200
Nineteenth Street, NW, Washington, DC 20036, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200191012 A1 20011129 (WO 0191012)

Application: WO 2001US16862 20010525 (PCT/WO US0116862)

Priority Application: US 2000206950 20000525; US 2000228666 20000829

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD

SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 17360

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description

Detailed Description

... example, to drive revenue for the extension stores. For example, if a retailer wants to **sell . another product** to the customer, a **coupon** for a reduced price for that item may be provided via the extension stores.

0...

19/3,K/23 (Item 16 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2003 WIPO/Univentio. All rts. reserv.

00853824

**A MULTILINGUAL ON-LINE INCENTIVE-BASED REAL-TIME AUCTION MARKETPLACE METHOD
AND SYSTEM**

**PROCEDE ET SYSTEME DE PLACE DE MARCHÉ ELECTRONIQUE AUX ENCHERES MULTILINGUE
EN LIGNE ET EN TEMPS REEL FONDE SUR LA RECOMPENSE**

Patent Applicant/Assignee:

ORBIS ONLINE INC, Suite 200, 400 N. Loop 1604 E., San Antonio, TX 78232,
US, US (Residence), US (Nationality), (For all designated states
except: US)

Patent Applicant/Inventor:

MENDEZ Samuel J, Suite 200, 400 N. Loop 1604 E., San Antonio, TX 78232,
US, US (Residence), US (Nationality), (Designated only for: US)
STRADER James D, Suite 200, 400 N. Loop 1604 E., San Antonio, TX 78232,
US, US (Residence), US (Nationality), (Designated only for: US)

Legal Representative:

UNGERMAN Mark E (agent), Fulbright & Jaworski, L.L.P., 801 Pennsylvania
Avenue, N.W., Washington, DC 20004-2615, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200186541 A1 20011115 (WO 0186541)

Application: WO 2000US28617 20001016 (PCT/WO US0028617)

Priority Application: US 2000202633 20000509; US 2000203455 20000511; US
2000203921 20000512; US 2000159672 20001015

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 10203

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... object of the invention may be to provide an on-line marketplace that
provides an **incentive** to **buy** and **sell items**.

Another object of the present invention may be to a method to build a
business in...

19/3,K/24 (Item 17 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2003 WIPO/Univentio. All rts. reserv.

00851775

Image available

ADVANCED ASSET MANAGEMENT SYSTEMS

SYSTEMES DE GESTION D'AVOIRS PERFECTIONNES

Patent Applicant/Assignee:

VIRTUAL ASSETS INCORPORATED, 10387 Eclipse Way, Columbia, MD 21044, US,

US (Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

ZAMBRZYCKI John V, 1123 King Street, Redwood City, CA 94061, US, US
(Residence), US (Nationality), (Designated only for: US)
JACKSON Christopher K, 10387 Eclipse Way, Columbia, MD 21044, US, US
(Residence), US (Nationality), (Designated only for: US)
CHOIE Carolyn H, 1123 King Street, Redwood City, CA 94061, US, US
(Residence), NZ (Nationality), (Designated only for: US)
LAYMAN Kevin W, 1123 King Street, Redwood City, CA 94061, US, US
(Residence), US (Nationality), (Designated only for: US)
NEWMAN Edward J Jr, 1919 Prairie Square, Apt. 116, Schaumburg, IL 60173,
US, US (Residence), US (Nationality), (Designated only for: US)
RICHARDSON David E Jr, 1123 King Street, Redwood City, CA 94061, US, US
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

PRIDDY Robert (et al) (agent), Hall, Priddy, Myers & Vande Sande, 10220
River Road, Suite 200, Potomac, MD 20854, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200184906 A2-A3 20011115 (WO 0184906)
Application: WO 2001US15283 20010511 (PCT/WO US0115283)
Priority Application: US 2000569023 20000511

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU
CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR
KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE
SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 124618

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... contain profiles and other analytical structures which

127

can be used to direct coupons and **discount** offers to specific accounts.
Repositories can also track directed **advertising** and sponsorship
details used for cross-selling and **up - selling** of **goods** and services
to member accounts.

In some cases, repositories can also contain control structures or...

19/3,K/25 (Item 18 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00846402 **Image available**

**ADVERTISING APPARATUS USING MEDIUM ATTACHED TO FOOD/DRINK CONTAINER AND
OPERATING METHOD THEREOF**

**DISPOSITIF PUBLICITAIRE UTILISANT UN SUPPORT FIXE SUR UN RECIPIENT POUR
PRODUIT ALIMENTAIRE/BOISSON ET SON MODE DE FONCTIONNEMENT**

Patent Applicant/Assignee:

CONIC KOREA INC, 824-21 Yeoksam-dong, Gangnam-gu, Seoul 135-934, KR, KR
(Residence), KR (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

KIM Young Woo, 5-901 Jinheung Apt., 65 Cheongdam-dong, Gangnam-gu, Seoul
135-100, KR, KR (Residence), KR (Nationality), (Designated only for:
US)

Legal Representative:

YOO Young-dae (agent), 205 Kicox Venture Center, 188-5 Guro-dong,
Guro-gu, Seoul 152-050, KR,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200180113 A1 20011025 (WO 0180113)

Application: WO 2001KR645 20010418 (PCT/WO KR0100645)

Priority Application: KR 200020815 20000419; KR 200069807 20001123

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 26791

Main International Patent Class: G06F-017/60

Fulltext Availability:

Claims

Claim

... accessing the Web system for a predetermined
period of time, and then to make an **advertisement** order
for a desired **product** after reviewing respective **ranks** of
the **advertisement products** in the **advertisement** product
list,

33 The operating system according to claim 14,,
wherein the **advertisement** ordering company obtains hubber
advertisement image samples, to be printed on the hubber,
by selecting...

19/3,K/26 (Item 19 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00842058 **Image available**

**METHOD AND APPARATUS FOR A PREBID AND PRESERVING COMMITMENT WITH BUYER
INTERACTIVITY**

**PROCEDE ET DISPOSITIF D'OFFRE PRELIMINAIRE PERMETTANT DE MAINTENIR UN
ENGAGEMENT EN TERMES D'INTERACTIVITE D'ACHAT**

Patent Applicant/Assignee:

MEDPOOL COM INC, 1600 Bridge Parkway, Suite 102, Redwood Shores, CA 94065
, US, US (Residence), US (Nationality), (For all designated states
except: US)

Patent Applicant/Inventor:

DE GHEEST Anne, 12133 Foothill Lane, Los Altos Hills, CA 94022, US, US
(Residence), BE (Nationality), (Designated only for: US)

BISHOP Michael D, 200 Sycamore Avenue, Mill Valley, CA 94941, US, US
(Residence), US (Nationality), (Designated only for: US)

LIEBLING Aaron Alton, 476 East Arbor Avenue, Sunnyvale, CA 94086, US, US
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

MALLIE Michael J (et al) (agent), Blakely, Sokoloff, Taylor & Zafman LLP,
7th floor, 12400 Wilshire Boulevard, Los Angeles, CA 90025, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200175755 A1 20011011 (WO 0175755)

Application: WO 2001US7085 20010305 (PCT/WO US0107085)

Priority Application: US 2000193924 20000331; US 2000561824 20000428

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ
DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG
SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 23999

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... As previously described, pooling can also be done for lots. Buyer(s)
may choose to **buy multiple products** and vendor(s) may choose to
sell multiple products, such that a **transaction** involving a number
of products, one or more buyers and one or more vendors occurs...

...case the amount of business the vendor gets from the buyer causes the
vendor to **discount** all or portions of that business.

To describe embodiments of a system for trading by...

19/3,K/27 (Item 20 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00842053 **Image available**

SYSTEM AND METHOD FOR MANAGING PURCHASING CONTRACTS

SYSTEME ET PROCEDE DE GESTION DE CONTRATS D'ACHAT

Patent Applicant/Inventor:

WHITESAGE Michael D, 384 Chaparral Lane, Corrales, NM 87114, US, US

(Residence), US (Nationality)

Legal Representative:

AMATONG Alberto Q Jr (agent), Fulbright & Jaworski, L.L.P., Suite 5100,
1301 McKinney, Houston, TX 77010, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200175745 A1 20011011 (WO 0175745)

Application: WO 2001US10798 20010403 (PCT/WO US0110798)

Priority Application: US 2000194538 20000403; US 2001764178 20010117

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE
DK DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK
LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL
TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English
Fulltext Word Count: 22093

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... the transaction is not a component of the product purchased, it is determined whether the **transaction** is comprised of **multiple products** (723). If the **transaction** is not comprised of **multiple products**, the data is loaded (727) into the **TransactionDetailDatabase307**. If the transaction is comprised of multiple products, however, 23

the true product is first deconstructed from the data (725). Either of...

...traveler represents one person traveling to that destination, and each traveler may receive a contracted **discount**. The system, therefore, creates and stores an individual transaction for each individual traveler (although...

19/3,K/28 (Item 21 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

(c) 2003 WIPO/Univentio. All rts. reserv.

00840958

**METHOD AND APPARATUS FOR GENERATING A VALUE BEARING INSTRUMENT
PROCEDE ET APPAREIL DE CREATION D'UN INSTRUMENT PORTEUR DE VALEURS**

Patent Applicant/Assignee:

CMA BUSINESS CREDIT SERVICES, 40 East Verdugo Avenue, Burbank, CA 91502,
US, US (Residence), US (Nationality), (For all designated states
except: US)

Patent Applicant/Inventor:

OKAMOTO Steve Atsushi, 5512 Calle de Arboles, Torrance, CA 90505, US, US
(Residence), US (Nationality), (Designated only for: US)

SCHATTMAIER Steven Miller, 3 Winterhaven, Irvine, CA 92614, US, US
(Residence), US (Nationality), (Designated only for: US)

VON KAENEL Tim, 12 Lake View Drive, Cote de Caza, CA 92679, US, US
(Residence), US (Nationality), (Designated only for: US)

ZEILE Mike Todd, 27627 Harwick Place, Valencia, CA 91354, US, US
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

NIXON Dale B (et al) (agent), Sidley & Austin, Suite 3400, 717 N.
Harwood, Dallas, TX 75201, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200173644 A2 20011004 (WO 0173644)

Application: WO 2001US10520 20010328 (PCT/WO US0110520)

Priority Application: US 2000193171 20000329

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR

KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE

SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 10032

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... that the generated instrument is authentic. Vendors may use the invention to, among other options, **advertise additional goods** and services, void **transactions**, give refunds, create a series of transactions with the user, or offer returned goods or...

19/3,K/29 (Item 22 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

(c) 2003 WIPO/Univentio. All rts. reserv.

00840020 **Image available**

**METHOD AND APPARATUS FOR PROCESSING ONE OR MORE VALUE BEARING INSTRUMENTS
PROCEDE ET APPAREIL DE CREATION D'UN OU PLUSIEURS INSTRUMENTS PORTEUR DE
VALEURS**

Patent Applicant/Assignee:

CMA BUSINESS CREDIT SERVICES, 40 East Verdugo Avenue, Burbank, CA 91502,
US, US (Residence), US (Nationality), (For all designated states
except: US)

Patent Applicant/Inventor:

OKAMOTO Steve Atsushi, 5512 Calle de Arboles, Torrance, CA 90505, US, US
(Residence), US (Nationality), (Designated only for: US)

SCHATTMAYER Steven Miller, 3 Winterhaven, Irvine, CA 92614, US, US
(Residence), US (Nationality), (Designated only for: US)

VON KAENEL Tim, 12 Lake View Drive, Coto de Caza, CA 92679, US, US
(Residence), US (Nationality), (Designated only for: US)

ZEILE Mike Todd, 27627 Harwick Place, Valencia, CA 91354, US, US
(Residence), US (Nationality), (Designated only for: US)

St AMOUR Frederick C, 34081 Formosa Drive, Dana Point, CA 92629, US, US
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

NIXON Dale B (et al) (agent), Sidley Austin Brown & Wood, Suite 3400, 717
N. Harwood, Dallas, TX 75201-6507, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200173709 A2-A3 20011004 (WO 0173709)

Application: WO 2001US10648 20010328 (PCT/WO US0110648)

Priority Application: US 2000193139 20000329

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR

KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE

SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 15641

International Patent Class: G06F-017/60 ...

Fulltext Availability:

Detailed Description

Detailed Description

... that the generated instrument is authentic. Vendors may use the invention to, among other options, **advertise additional goods** and

services, void **transactions** , give refunds, create a series of transactions with the user, or offer returned goods or...

19/3,K/30 (Item 23 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

(c) 2003 WIPO/Univentio. All rts. reserv.

00840019 **Image available**

**METHOD AND APPARATUS FOR ADMINISTERING ONE OR MORE VALUE BEARING INSTRUMENTS
PROCEDE ET APPAREIL D'ADMINISTRATION D'UN INSTRUMENT PORTEUR DE VALEURS**

Patent Applicant/Assignee:

CMA BUSINESS CREDIT SERVICES, 40 East Verdugo Avenue, Burbank, CA 91502,
US, US (Residence), US (Nationality), (For all designated states
except: US)

Patent Applicant/Inventor:

OKAMOTO Steve Atsushi, 5512 Calle de Arboles, Torrance, CA 90505, US, US
(Residence), US (Nationality), (Designated only for: US)

SCHATTMAYER Steven Miller, 3 Winterhaven, Irvine, CA 92614, US, US
(Residence), US (Nationality), (Designated only for: US)

VON KAENEL Tim, 12 Lake View Drive, Coto de Caza, CA 92679, US, US
(Residence), US (Nationality), (Designated only for: US)

ZEILE Mike Todd, 27627 Harwick Place, Valencia, CA 91354, US, US
(Residence), US (Nationality), (Designated only for: US)

ST AMOUR Frederick C, 34081 Formosa Drive, Dana Point, CA 92629, US, US
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

NIXON Dale B (et al) (agent), Sidley Austin Brown & Wood, Suite 3400, 717
N. Harwood, Dallas, TX 75201-6507, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200173708 A2-A3 20011004 (WO 0173708)

Application: WO 2001US10643 20010328 (PCT/WO US0110643)

Priority Application: US 2000193172 20000329

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR

KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE

SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 11390

International Patent Class: **G06F-017/60 ...**

Fulltext Availability:

Detailed Description

Detailed Description

... that the generated instrument is authentic. Vendors may use the invention to, among other options, **advertise additional goods** and services, void **transactions** , give refunds, create a series of transactions with the user, or offer returned goods or...

19/3,K/31 (Item 24 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

(c) 2003 WIPO/Univentio. All rts. reserv.

00840018 **Image available**

**METHOD AND APPARATUS FOR MANAGING ONE OR MORE VALUE BEARING INSTRUMENTS
PROCEDE ET DISPOSITIF DE GESTION D'UN OU DE PLUSIEURS INSTRUMENTS DE VALEUR**

Patent Applicant/Assignee:

CMA BUSINESS CREDIT SERVICES, 40 East Verdugo Avenue, Burbank, CA 91502,
US, US (Residence), US (Nationality), (For all designated states
except: US)

Patent Applicant/Inventor:

OKAMOTO Steve Atsushi, 5512 Calle de Arboles, Torrance, CA 90505, US, US
(Residence), US (Nationality), (Designated only for: US)
SCHATTMAIER Steven Miller, 3 Winterhaven, Irvine, CA 92614, US, US
(Residence), US (Nationality), (Designated only for: US)
VON KAENEL Tim, 12 Lake View Drive, Coto De Caza, CA 92679, US, US
(Residence), US (Nationality), (Designated only for: US)
ZEILE Mike Todd, 27627 Harwick Place, Valencia, CA 91354, US, US
(Residence), US (Nationality), (Designated only for: US)
ST AMOUR Frederick C, 34081 Formosa Drive, Dana Point, CA 92629, US, US
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

NIXON Dale B (et al) (agent), Sidley Austin Brown & Wood, Suite 3400, 717
N. Harwood, Dallas, TX 75201, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200173707 A2-A3 20011004 (WO 0173707)
Application: WO 2001US10594 20010328 (PCT/WO US0110594)
Priority Application: US 2000193064 20000329

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU
CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR
KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE
SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 13101

International Patent Class: G06F-017/60 ...

Fulltext Availability:

Detailed Description

Detailed Description

... that the generated instrument is authentic. Vendors may use the
invention to, among other options, **advertise additional goods** and
services, void **transactions**, give refunds, create a series of
transactions with the user, or offer returned goods or...

19/3,K/32 (Item 25 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00838016 **Image available**

**METHOD AND APPARATUS FOR SELECTING A SUPPLEMENTAL PRODUCT TO OFFER FOR SALE
DURING A TRANSACTION**

**PROCEDE ET DISPOSITIF PERMETTANT DE SELECTIONNER UN PRODUIT COMPLEMENTAIRE
A METTRE EN VENTE AU COURS D'UNE TRANSACTION**

Patent Applicant/Assignee:

WALKER DIGITAL LLC, Five High Ridge Park, Stamford, CT 06905, US, US
(Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

MUELLER Raymond J, 89 Catbrier Road, Weston, CT 06883, US, US (Residence)
, US (Nationality), (Designated only for: US)
DOUGLAS David H, 10 McLaren Road South, Darien, CT 06820, US, US
(Residence), US (Nationality), (Designated only for: US)
VAN LUCHENE Andrew S, 9 Greenwood Place, Norwalk, CT 06854, US, US
(Residence), US (Nationality), (Designated only for: US)
MARAZZO George M, 44 Overhill Road, Rocky Point, NY 11778-9632, US, US
(Residence), US (Nationality), (Designated only for: US)
WAHLQUIST Shane J, 648 Forest Hill Drive, Copell, TX 75019, US, US
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

ALDERUCCI Dean P (agent), Walker Digital Corporation, Five High Ridge
Park, Stamford, CT 06905, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200171683 A2-A3 20010927 (WO 0171683)

Application: WO 2001US9045 20010321 (PCT/WO US0109045)

Priority Application: US 2000190818 20000321; US 2000603677 20000626

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 23915

International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Claims

Detailed Description

... and broadly described herein, a

method for conducting a transaction includes receiving information for a
transaction, determining a pool of at least one **supplemental product**
, scoring at

2

least one supplemental product in the pool, selecting a **supplemental**
product from the pool for the **transaction**, and providing an indication
of the **supplemental product** selected from the pool. The supplemental
product may be an additional
supplemental product or a...

...product may include selecting at least one supplemental product from the
pool based on the **scores**. The **scoring** of supplemental **products** may
use a profit based **scoring** approach, a popularity based scored
approach, a **discount** scoring approach, or some other **scoring**
approach.

Selection of a supplemental **product** may also be based on other
criteria, such as the preparation time for products, the...the select
product from pool step of Figure 3 usable in embodiments during which a
supplemental product replaces a product

involved in a **transaction**;

Figure 6 is a tabular representation of a possible data structure for a
record illustrating...

...a tabular representation of a possible data structure for a record

illustrating the use of **discount** based **scoring** for the determine **scores** for **products** in poll step of Figure 3;
Figure 17 is a tabular representation of a possible data structure for a record illustrating the use of profit based, popularity based, and **discount** based **scoring** for the determine **scores** for **products** in poll step of Figure 3;
Figure 18 is a block diagram illustrating a representative...of a holiday, a competitor's sale or promotion, customer preferences, customer purchase history or **buying** habits, time to prepare the **supplemental products** for sale, marketing or consumer research or data, etc. As used herein, "scoring" of supplemental...

...appraising, accessing, evaluating, comparing, contrasting, etc.,-'that may be used to evaluate and choose possible **supplemental products** for a **transaction** .

In a profit scoring approach, the cost associated with a possible supplemental product is compared...A more detailed example of the popularity scoring approach is provided

17
below.

In a **discount** **scoring** approach, each potential supplemental **product** is

scored according to the **discount** at which the supplemental product may be offered to a user for a given transaction...field 912.

In some embodiments, the percentages provided in the fields 910, 912 become the **discount** based **scores** for the possible supplemental **products** , as provided in profit based **score** fields 914, 916. For the six possible supplemental products provided in the record 900, the...

...two, as provided in the weight field 830 for the record 900. Therefore, the weighted **discount** based **scores** for the possible supplemental **products** listed in the fields 802, 808 are the **discount** based scores provided in the fields 914, 916 multiplied by the weight factor of two... the final composite score more significantly than either of the popularity based scores or the **discount** based scores.
The cumulative scores for each of the three possible additional supplemental **products** are provided in cumulative **score** field 964 while the cumulative scores for the three possible additional supplemental product are provided...

Claim

... approach;
a popularity based scoring approach;
scoring based on preparation time of one or more **products** ;
scoring based on inventory level of one or more **products** ;
a **discount** based **scoring** approach; and
a composite scoring approach.

15 The method of claim 1, wherein said determining...

19/3,K/33 (Item 26 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00830833

TARGETED PROFITABILITY SYSTEM

Bode Akintola12-Nov-03

SYSTEME DE RENTABILITE CIBLEE

Patent Applicant/Inventor:

KOWALCHUK Craig, 72 Kennedy St. W., Aurora, Ontario L4G 2L5, CA, CA
(Residence), CA (Nationality)

SMITH Sheldon, 518 Castlefield Ave., Toronto, Ontario M4N 1L6, CA, CA
(Residence), CA (Nationality)

Legal Representative:

DONAHUE ERNST & YOUNG LLP (agent), Ernst & Young Tower, Toronto-Dominion
Centre, 222 Bay Street, Suite 1800, P.O. Box 197, Toronto, Ontario M4K
1H6, CA,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200163495 A2 20010830 (WO 0163495)

Application: WO 2001CA221 20010226 (PCT/WO CA0100221)

Priority Application: CA 2299484 20000224; US 2000511971 20000224

Parent Application/Grant:

Related by Continuation to: US 2000511971 20000224 (CIP)

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 12649

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... for the category. Their relative probability of purchasing the product value.

50

Assigned probability values

Coupon usage greater than 1% 1.25

Coupon usage is zero 1.0

The probability factors assume that consumers that use coupons in a category would be approximately 25% more likely to **buy another product** in the category if they are offered a **coupon**.

Scoring.

Purchase Coupon

Loads Powder Factor Intent Factor New Value

Respondent1 20 2.0 1...

19/3,K/34 (Item 27 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00828889

ELECTRONIC INCENTIVE AND PROMOTION MANAGEMENT SYSTEM AND METHOD

**SYSTEME ELECTRONIQUE DE GESTION D'ENCOURAGEMENT ET DE PROMOTION ET PROCEDE
CORRESPONDANT**

Patent Applicant/Assignee:

COOVI INC, c/o Hogan & Hartson, LLP, Columbia Square, 555 13th Street,
N.W., Washington, DC 20004, US, US (Residence), US (Nationality), (For
all designated states except: US)

Patent Applicant/Inventor:

FISH Tuvia, Jerusalem Technology Park, P.O. Box 30, 96951 Malch,
Jerusalem, IL, IL (Residence), IL (Nationality)
FISH Moshe, Jerusalem Technology Park, P.O. Box 30, 96951 Malch,
Jerusalem, IL, IL (Residence), IL (Nationality)

Legal Representative:

CROWSON Celine Jimenez (et al) (agent), Hogan & Hartson, LLP, 555 13th
Street, NW #701-W, Washington, DC 20004, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200161599 A2 20010823 (WO 0161599)
Application: WO 2001US4685 20010214 (PCT/WO US0104685)
Priority Application: US 2000182179 20000214; US 2000206229 20000522; US
2000217844 20000713

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG
SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 9548

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Claims

Detailed Description

... while still
staying within the scope of the present invention.

Unlike current online coupons, clippable **incentive**
items according to the present invention function in both the
online and offline environments like...

...his account, he
can then at a later time redeem it (if it is a **coupon** -type
17
item), visit any e-commerce web sites associated with the
clipped item, print...

...item and bring it to a brick
and mortar store for redemption, send the clipped **item** to
another member, or trade, autoswap or **sell** the clipped **item** to
another member. Because each consumer member's account is
online, it is able to provide many...

...example,
alerts can be sent via email to a consumer member when a
particular clipped **coupon** or other **promotion** is about to
expire. Further, consumer members can access e-commerce or
information sites related to the clipped items and
electronically redeem clipped **promotions** or coupons.
Additionally, background information on the clipped item can
be provided for consumer member...the clipped item and

bring it to a brick and mortar store, give, trade, or **sell** the clipped **item** to **another** member, designate the item for automatic swapping for more desired **incentive** items, or delete the **incentive** item if no longer wanted.

As will be readily appreciated by one of ordinary skill...

Claim

... being of an action type selected from the group consisting of reviewing said incentive item, **trading** said **incentive item** to **another** user, designating said **incentive** item for automatic swapping with other member consumers, selling said **incentive** item, and setting reminders relevant to an expiration date of said **incentive** item.

13 The clippable incentive item according to claim 9, wherein said media is selected...

19/3,K/35 (Item 28 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00826131 **Image available**

MERCHANDISING AND MARKETING SYSTEMS AND PROCESSES

SYSTEMES ET PROCEDES DE COMMERCIALISATION ET DE MARKETING

Patent Applicant/Assignee:

QUARK INC, 1800 Grant Street, Denver, CO 80203, US, US (Residence), US (Nationality)

QUARK MEDIA HOUSE SARL, Puets-Godeet 6a, CH-2000 Neuchatel, CH, CH (Residence), CH (Nationality)

Inventor(s):

DOERR Thomas, 1800 Grant Street, Denver, CO 80203, US,

Legal Representative:

WEBB Glenn L (agent), PO Box 951, Conifer, CO 80433, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200159674 A1 20010816 (WO 0159674)

Application: WO 2001US4371 20010209 (PCT/WO US0104371)

Priority Application: US 2000181237 20000209

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 5594

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... bottom line; view the square inch metrics to determine contribution per square inches-, comparison of **product rank** and index

against all
products in the **promotion** ; measurement of product performance based
on
creative presentation and other functions.

A visual representation of...promotion theme, the season. the promotion,
the product source, country of origin, the date available, **item** number,
unit cost, **advertising** allowance, retail price, vendor information,
competitors, opportunities to cross-sell or **up - sell** and other such
information. A digital image of the **product** is also entered.

After the new product information is entered. the user can then enter...

...The Reports module includes predefined report templates, such as
Promotion Analysis by Product Category/Subcategory; **Promotion** Analysis
by
Theme/Pages, **Promotion** Analysis Comparison, Square Inch Analysis by
Campaign, **Promotion** , **Product** /Page; **Promotion** Analysis - **Rank** &
Index;
Promotion Comparison - Actual to Forecast; Price Point Analysis by
Promotion ;
Price Point Analysis by Product Category/Subcategory; Curve Analysis by
Promotion; Weekly Curve Analysis; Curve...

19/3,K/36 (Item 29 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2003 WIPO/Univentio. All rts. reserv.

00826120 **Image available**

**SYSTEM AND METHOD FOR COMMUNICATING PRODUCT RECALL INFORMATION, PRODUCT
WARNINGS OR OTHER PRODUCT-RELATED INFORMATION TO USERS OF PRODUCTS
SYSTEME ET PROCEDE DE COMMUNICATION D'INFORMATIONS SUR LES RETRAITS DE
PRODUITS ET SUR LES MISES EN GARDE SUR LES PRODUITS, OU D'AUTRES
INFORMATIONS RELATIVES AUX PRODUITS, AUX UTILISATEURS DES PRODUITS**

Patent Applicant/Inventor:

ABREU Marcio Marc, 3304 Dixwell Avenue, North Haven, CT 06473, US, US
(Residence), US (Nationality)

Legal Representative:

SCHERER Jonathan L (agent), Jacobson, Price, Holman & Stern, PLLC, 400
Seventh Street, N.W., Washington, DC 20004, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200159660 A1 20010816 (WO 0159660)

Application: WO 2001US3968 20010208 (PCT/WO US0103968)

Priority Application: US 2000182000 20000211

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ
DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG
SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 56030

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... system with no inventory,
nothing to ship, and no warehouse. The system can provide personalized
advertisement according to product identifiers and sales of replacement
products as substitutes for the recalled products...

...in offering the GPI Safety Program to their customers can benefit by
being able to **sell alternative replacement products** to the
customers who purchased a hainiffil or recalled product, In an exernphuy
embodiment a...

19/3,K/37 (Item 30 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00822292 **Image available**

**METHOD CLOSING SALES OVER AN OPEN NETWORK USING AN AUTOMATED HAGGLING
SYSTEM**

**PROCEDE FERMANT LES VENTES SUR UN RESEAU OUVERT UTILISANT UN SYSTEME DE
MARCHANDAGE AUTOMATIQUE**

Patent Applicant/Assignee:

NETWORK ASSOCIATES INC, 3965 Freedom Circle, Santa Clara, CA 95054, US,
US (Residence), US (Nationality), (For all designated states except:
US)

Patent Applicant/Inventor:

NELSON Zachary, 717 W. Poplar Avenue, San Mateo, CA 94402, US, US
(Residence), US (Nationality), (Designated only for: US)

NARAIN Arvind, 6330 Stoneridge Mall Road, #E203, Pleasanton, CA 94588, US
, US (Residence), IN (Nationality), (Designated only for: US)

Legal Representative:

BURTON Carol W (et al) (agent), Hogan & Hartson LLP, Suite 1500, 1200
Seventeenth Street, Denver, CO 80202, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200155927 A1 20010802 (WO 0155927)

Application: WO 2000US34123 20001215 (PCT/WO US0034123)

Priority Application: US 2000178826 20000128; US 2000650558 20000830

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 4770

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... haggle

3 0 component 203 itself. Various types of marketplace information such
as

8

current **product** inventory information and related **product** information

(e.g., accessories or **up - sell** /down-sell **products**) are examples of information that may be included. Other types of marketplace information include variables...

...achieved and how long until the performance-to-quota will be measured. Factory or wholesaler **incentive** commissions (also called "spiff") o that are available on this product or other **product alternatives** are also considered. For example, a pending **transaction** might be "sweetened" for a purchaser by including a free or **discounted** good/service which is attractive to the retailer who knows that a manufacturer is currently offering an **incentive discounted** good/service. These types of considerations are only examples of the factors that are considered...

19/3,K/38 (Item 31 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00818658 **Image available**

**A SYSTEM AND METHOD FOR PROVIDING A DISTRIBUTED MARKETING PRESENTATION
SYSTEME ET PROCEDE PERMETTANT DE FOURNIR UNE PRESENTATION COMMERCIALE
DISTRIBUEE**

Patent Applicant/Assignee:

ANNUNCIO SOFTWARE, 2440 West El Camino Real, Suite 300, Mountain View, CA
94040, US, US (Residence), US (Nationality)

Inventor(s):

XIA Chun, 3003 Country Club Court, Palo Alto, CA 94344, US,
LI Yufeng, 2310 Alcalde Street, Santa Clara, CA 95054, US,
BO Li, 898 Windmill Park Lane, Mountain View, CA 94043, US,
ZHU Victor S, 10 Mulberry Court #7, Belmont, CA 94002, US,
LI Yang, 46728 Crawford Street, #12, Fremont, CA 94539, US,

Legal Representative:

YI Susan C (agent), Ritter, Van Pelt & Yi LLP, 4906 El Camino Real, Suite
205, Los Altos, CA 94022, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200152165 A1 20010719 (WO 0152165)
Application: WO 2001US525 20010108 (PCT/WO US0100525)
Priority Application: US 2000175869 20000112; US 2000483388 20000113; US
2000483175 20000113

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK

DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR

LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ

TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 8435

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Claims

Claim

... in a traditional store, daily specials, weekly specials, and seasonal campaigns such as Christmas gift **advertising** are commonly used. It would be desirable to allow non-technical personnel, such as a...212

communicates with the template processing engine 208 and can handle processes for marketing campaigns, **advertising** scheduling, priorities, profile matching for personalization, and features. The production server 212 can be extended...of marketing campaigns and features which may be included as marketing attributes include the following:

Ad Banner
Catalog **Promotion**
Category Dependent Content
Category List
Category Path
Category **Promotion**
Co-Marketed Item
Co-Marketing
Content Detail
Cross Sell
Daily **Promotion**
Event **Promotion**
General **Promotion**
Gift Center
14
Holiday **Promotion**
Impulse Buy
Item Content
Item Detail
Monthly **Promotion**
Most Visited Category
Navigation Focus
New Product Introduction
On Sale
Search Results
Service Content
Service Cross Sell
Service **Item** Cross Sell
Service **Promotion**
Service **Up Sell**
Show Profile
Theme Dependent Content
Theme Park
Theme Path
Theme **Promotion**
Theme Service
Up Sell
Weekly **Promotion**

1 5

A marketing attribute may be selected to be associated with the particular marketing...is selected is a Canon camera. The campaign 516 that is selected is a weekly **promotion**. The item 516 may be added 518a, deleted 518b, or edited 518c.

A marketing attribute...

...may be shown in a style defined by "weekly specials" in a campaign entitled "weekly **promotion**". For example, the marketing object container 508b may display a Canon camera 516 in a...the same web page such that the other containers may be considered a cross sell **item**, an **up sell item**, or **product** literature associated with the **item** in the master container.

A second marketing object container is then selected (step 1106). The... For example, the campaign type 514 of Figure 5 is shown to be a weekly **promotion**. When a marketing object container icon, such as icons 506a and 506b of Figure 5

...

19/3,K/39 (Item 32 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00818609 **Image available**

METHOD OF A MARKETING PRESENTATION

PROCEDE PERMETTANT D'EFFECTUER UNE PRESENTATION MARKETING

Patent Applicant/Assignee:

ANNUNCIO SOFTWARE, 2440 West El Camino Real, Suite 300, Mountain View, CA
94040, US, US (Residence), US (Nationality)

Inventor(s):

XIA Chun, 3003 Country Club Court, Palo Alto, CA 94304, US,
BO Lin, 898 Windmill Park Lane, Mountain View, CA 94043, US,
YUFENG Li, 2310 Alcalde Street, Santa Clara, Ca 95054, US,
LI Yang, 46728 Crawford Street, #12, Fremont, CA 94539, US,

Legal Representative:

YI Susan C (agent), Ritter, Van Pelt & Yi LLP, Suite 205, 4906 El Camino
Real, Los Altos, CA 94022, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200152103 A1 20010719 (WO 0152103)

Application: WO 2001US523 20010108 (PCT/WO US0100523)

Priority Application: US 2000175869 20000112; US 2000483175 20000113; US
2000483388 20000113

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK

DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR

LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ

TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 8489

International Patent Class: G06F-017/60 ...

Fulltext Availability:

Detailed Description

Detailed Description

... of marketing campaigns and features which may be included as marketing
attributes include the following.

Ad Banner

Catalog **Promotion**

Category Dependent Content

Category List

Category Path

Category **Promotion**

Co-Marketed Item

Co-Marketing

Content Detail

Cross Sell

14

Daily **Promotion**

Event **Promotion**

General **Promotion**

Gift Center
 Holiday **Promotion**
 Impulse Buy
 Item Content
 Item Detail
 Monthly **Promotion**
 Most Visited Category
 Navigation Focus
 New Product Introduction
 On Sale
 Search Results
 Service Content
 Service Cross Sell
 Service **Item** Cross Sell
 Service **Promotion**
 Service **Up Sell**
 Show Profile
 Theme Dependent Content
 Theme Park
 Theme Path
 Theme **Promotion**
 1 5
 Theme Service
 Up Sell
 Weekly **Promotion**

A marketing attribute may be selected to be associated with the particular marketing object container...

19/3,K/40 (Item 33 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00816854 **Image available**

METHOD AND SYSTEM FOR REMOTELY MANAGING BUSINESS AND EMPLOYEE ADMINISTRATION FUNCTIONS

PROCEDE ET SYSTEME DESTINES A GERER A DISTANCE DES ENTREPRISES ET DES FONCTIONS D'ADMINISTRATION DES EMPLOYES

Patent Applicant/Assignee:

EMPLOYEE MATTERS INC, 9A Riverbend Drive South, Stamford, CT 06907, US, US
 (Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

COOPERSTONE Elliot, 9A Riverbend Drive South, Stamford, CT 06904, US, US
 (Residence), US (Nationality), (Designated only for: US)

PHAM H Thach, 9A Riverbend Drive South, Stamford, CT 06904, US, US
 (Residence), GB (Nationality), (Designated only for: US)

Legal Representative:

HALL David A (et al) (agent), Heller Ehrman White & McAuliffe LLP, Suite 700, 4250 Executive Square, La Jolla, CA 92037, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200150395 A2-A3 20010712 (WO 0150395)

Application: WO 2001US268 20010104 (PCT/WO US0100268)

Priority Application: US 2000174480 20000104

Parent Application/Grant:

Related by Continuation to: US 2000174480 20000104 (CON)

Designated States: AE AG AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE

DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC

LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI

SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English
Filing Language: English
Fulltext Word Count: 15511

International Patent Class: **G06F-017/60**

Fulltext Availability:
Claims

Claim

... the customer is notified of the successful completion of his/her request, and the present **transaction** is completed. If however **additional products** 59, 55-57 (Figure 3) do require the informational update, then in step 122 the...processes. These triggering events may comprise, for example, changes in income as a result of **promotions** or pay raises, necessitating a change in payroll processing and perhaps changes in tax consequences...

19/3,K/41 (Item 34 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00811413 **Image available**

ON-LINE ADVERTISEMENT MECHANISM

SYSTEME DE PUBLICITES EN LIGNE

Patent Applicant/Assignee:

NOVO MERIDIAN OY, Piispanportti 12 B, FIN-02200 Espoo, FI, FI (Residence),
FI (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

KUKKONEN Ilkka, Koivusyrja 22 A 7, FIN-02130 Espoo, FI, FI (Residence),
FI (Nationality), (Designated only for: US)

Legal Representative:

KOLSTER OY AB (agent), Iso Roobertinkatu 23, P.O. Box 148, FIN-00121
Helsinki, FI,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200144996 A1 20010621 (WO 0144996)

Application: WO 2000FI1104 20001215 (PCT/WO FI0001104)

Priority Application: FI 992700 19991216

Designated States: AE AG AL AM AT AT (utility model) AU AZ BA BB BG BR BY
BZ CA CH CN CR CU CZ CZ (utility model) DE DE (utility model) DK DK
(utility model) DM DZ EE EE (utility model) ES FI FI (utility model) GB
GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA
MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SK (utility model)
SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

((OAPI utility model)) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 4914

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... few (such as 10) of the most recent advertisements shown to this

client. If an **advertisement** is listed in the clientlo specific cache, some points may be deducted from the **score** of the **item** in question. In the previous example, let us further assume that the client has recently...

19/3,K/42 (Item 35 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00809396 **Image available**

AUTOMATED EXCHANGE FOR THE EFFICIENT ASSIGNMENT OF AUDIENCE ITEMS

ECHANGE AUTOMATISE POUR L'ATTRIBUTION EFFICACE DES PRODUITS D'AUDIENCE

Patent Applicant/Assignee:

SHOLTZ & ASSOCIATES L L C, 15 South Raymond Avenue, Suite 200, Pasadena, CA 91105, US, US (Residence), US (Nationality)

Inventor(s):

BYKOWSKY Mark M, 4513 Chase Avenue, Bethesda, MA 20814, US,
OLSON Mark A, 1343 East Renfrew Place, Tucson, AZ 85719, US,
RASSENTI Stephen, 2902 East Mabel Street, Tucson, AZ 85716, US,
SHOLTZ Anne M, 515 Deodar Lane, Bradbury, CA 91010, US,

Legal Representative:

BRACKETT Tim L (agent), Nixon Peabody, Suite 800, 8180 Greensboro Drive, McLean, VA 22102, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200143027 A1 20010614 (WO 0143027)

Application: WO 2000US33179 20001208 (PCT/WO US0033179)

Priority Application: US 99169973 19991210; US 2000197672 20000417; US 2000202813 20000508

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 23346

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

English Abstract

...sellers for calculating a set of prices for these items, i.e. any form of **advertising** time and/or space in any media environment, based on buyer bids and seller offers...

...and calculating a price for each item (12). The system processes participants' complex preferences for **multiple**, heterogeneous, **items** while providing efficiency advantages, such as reduced **transaction** costs.

Detailed Description

... algorithms, an efficient assignment of heterogeneous items from sellers to buyers and a set of **transaction** prices for such items, based upon "single- **item** " and " **multiple - item** " bids and offers.

BACKGROUND OF THE INVENTION

Advertising time is currently assigned primarily through a...their agents submit to the automated exchange "sell orders" that reflect their complex preferences. Each **sell** order is a single or **multiple - item** offer that identifies a block of **advertising** time, to be assigned to buyers in the form of one or more **advertising** spots, on various programs in various geographic areas that the seller has the right to provide. Buyers (**advertisers** or their agents) submit to the automated exchange "buy orders" that reflect their complex preferences. Each **buy** order is a single or **multiple - item** bid that identifies the "type" of viewers (f. Males, Ages 18 - 49) that the buyer...

...funds from the buyer's bank account in the event that he is assigned any **advertising** spots. The SEDA of the automated exchange is an "iterative" auction in which buyers and...

...order holds, and the day, day-part, program, and geographic location of each block of **advertising** time they wish to offer for sale. Sellers also provide an estimate of the expected number of the various types of viewers that will be accessed during each block of **advertising** time. In addition, sellers identify the number of blocks of **advertising** time they wish to sell, - 21 as well as the length, measured in terms of...

...amount of money each requires in order to sell a block of continuous seconds of **advertising** time. Within a given sell order, the sellers have the opportunity to identify a set...

19/3,K/43 (Item 36 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00809292 **Image available**

TIMESHARED ELECTRONIC CATALOG SYSTEM AND METHOD

SYSTEME DE CATALOGUES ELECTRONIQUES A TEMPS PARTAGE ET PROCEDE ASSOCIE

Patent Applicant/Assignee:

A2i INC, Suite 255, 1925 Century Park East, Los Angeles, CA 90067-2703,
US, US (Residence), US (Nationality)

Inventor(s):

HAZI Ariel, 11963 Victoria Avenue, Los Angeles, CA 90066, US,
WEINBERG Paul N, 2160 Century Park East, #1905, Los Angeles, CA 90067, US

ARAZI Matan, 11711 Mayfield Avenue, #8, Los Angeles, CA 90049, US,
SULLIVAN Dave L, 5300 Kester Avenue, #106, Sherman Oaks, CA 91411, US,
TINARI Philip A, 96490 Olympic Boulevard, #5A, Beverly Hills, CA 90212,
US,
BROOKLER David E, 1700 South Shenandoa Street, Los Angeles, CA 90035, US,

Legal Representative:

POSEY Ivan (et al) (agent), Lyon & Lyon LLP, Suite 4700, 633 West Fifth
Street, Los Angeles, CA 90071-2066, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200142882 A2-A3 20010614 (WO 0142882)

Application: WO 2000US42712 20001205 (PCT/WO US0042712)

Priority Application: US 99170283 19991210; US 2000577268 20000523

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE
DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC
LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK
SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 12177

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description

Detailed Description

... database entity 126 stores information related to the display and proposition of promotions, such as **product** cross- and **up - sells** , in a manner where different licensees can customize their catalog to display custom **promotions** and specials.

A discount information database entity 128 stores information related to the application and...

19/3,K/44 (Item 37 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00807404 **Image available**

**AUTOMATED METHOD AND SYSTEM FOR AUTOMATED TRACKING, CHARGING AND ANALYSIS
OF MULTIPLE SPONSOR DISCOUNT COUPONS
PROCEDE ET SYSTEME AUTOMATISES DE REPERAGE, FACTURATION ET ANALYSE DE BONS
DE REDUCTION OFFERTS PAR DES SPONSORS**

Patent Applicant/Assignee:

CATALINA MARKETING INTERNATIONAL INC, 11300 9th Street N., St.
Petersburg, FL 33716, US, US (Residence), US (Nationality)

Inventor(s):

HULL Nicky, 51 Langley Close, Headington, Oxford OX3 7DB, GB,
LIYANEARACHCHI Dak, 5 Castle Mount, Brackley, Northants NN13 7HF, GB,

Legal Representative:

GHOLZ Charles L (et al) (agent), Oblon, Spivak, McClelland, Maier &
Neustadt, P.C., Crystal Square Five, 4th floor, 1755 Jefferson Davis
Highway, Arlington, VA 22202, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200140980 A2 20010607 (WO 0140980)

Application: WO 2000US3721 20000314 (PCT/WO US0003721)

Priority Application: US 99452678 19991201

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES
FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD
MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ
VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 7942

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description

Detailed Description

... in order to receive the benefit of the promotion.

A retailer may offer multiple item **promotions** to members of the retailer's frequent shopper club (which retailers in the United Kingdom membership identification to have the **promotion** made available to them. A retailer may offer multiple item **promotions** to individuals with certain demographic characteristics, such as geographic residence location. A retailer could offer residents of a certain geographic area a multiple item **promotion** and base the customer's identification upon the customer's telephone number or address, which...

...each residence in the desired geographic area, and which the customer provides during a purchase **transaction**. Retailers may also offer **multiple item promotions** to users of selected internet web sites or other internet facilities.

The retailer could provide...

19/3,K/45 (Item 38 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00806392

TECHNOLOGY SHARING DURING ASSET MANAGEMENT AND ASSET TRACKING IN A NETWORK-BASED SUPPLY CHAIN ENVIRONMENT AND METHOD THEREOF
PARTAGE TECHNOLOGIQUE LORS DE LA GESTION ET DU SUIVI DU PARC INFORMATIQUE DANS UN ENVIRONNEMENT DU TYPE CHAINE D'APPROVISIONNEMENT RESEAUTEE, ET PROCEDE ASSOCIE

Patent Applicant/Assignee:

ACCENTURE LLP, 1661 Page Mill Road, Palo Alto, CA 94304, US, US
(Residence), US (Nationality)

Inventor(s):

MIKURAK Michael G, 108 Englewood Blvd., Hamilton, NJ 08610, US,

Legal Representative:

HICKMAN Paul L (agent), Oppenheimer Wolff & Donnelly, LLP, 38th Floor,
2029 Century Park East, Los Angeles, CA 90067-3024, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200139086 A2 20010531 (WO 0139086)

Application: WO 2000US32310 20001122 (PCT/WO US0032310)

Priority Application: US 99444653 19991122; US 99447623 19991122

Designated States: AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE

DK DM DZ EE ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR

LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL

TJ TM TR TT TZ UA UG UZ VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 156214

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... is specifically tailored for the user based on a profile of the user.

Further, cross- **selling** and. **up - selling** based on a **product** or

service, as well as of the user, may be provided. Ideally, all cross-selling, **up - selling**, advertisements, and promotions are linked to pages containing greater detail or to a purchasing area...

19/3,K/46 (Item 39 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00806384

NETWORK AND LIFE CYCLE ASSET MANAGEMENT IN AN E-COMMERCE ENVIRONMENT AND METHOD THEREOF

GESTION D'ACTIFS DURANT LE CYCLE DE VIE ET EN RESEAU DANS UN ENVIRONNEMENT DE COMMERCE ELECTRONIQUE ET PROCEDE ASSOCIE

Patent Applicant/Assignee:

ACCENTURE LLP, 1661 Page Mill Road, Palo Alto, CA 94304, US, US

(Residence), US (Nationality)

Inventor(s):

MIKURAK Michael G, 108 Englewood Blvd., Hamilton, NJ 08610, US,

Legal Representative:

HICKMAN Paul L (agent), Oppenheimer Wolff & Donnelly, LLP, 38th Floor,

2029 Century Park East, Los Angeles, CA 90067-3024, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200139030 A2 20010531 (WO 0139030)

Application: WO 2000US32324 20001122 (PCT/WO US0032324)

Priority Application: US 99444775 19991122; US 99447621 19991122

Designated States: AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CU CZ DE DK

DZ EE ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT

LU LV MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR

TT UA UG UZ VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 171499

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... system. Thus, new capabilities are created without having to start from scratch.

20

Polymorphism and **multiple** inheritance make it possible for different programmers to mix and match characteristics of many different...

performance and traffic analysis. This data may also be an input to Billing (Rating and **Discounting**) processes at the Service Management Layer, depending on the service and its architecture.

The process...

...is utilized during management of the hybrid network.

Further, in step 1406, billing rates and **discounts** are determined based on the status of the hybrid network.

In addition to the Network...Handling Process 1502 and the Network Data

Management 1300 feed information to the Rating and **Discounting** Process 1306, as shown in Figure 23. This process applies the correct rating rules to usage data on a customer-by-customer basis, as required. It also applies any **discounts** agreed to as part of the Ordering Process, for promotional **discounts** and charges, and for outages. In addition, the Rating and **Discounting** Process 1306 applies any rebates due because service level agreements were not met. The aim is to correctly rate usage and to correctly apply **discounts** , **promotions** and credits.

Figure 24 is a flowchart illustrating Rating and **Discounting** Process in accordance with a preferred embodiment. First, in step 2400, hybrid network customer usage...

...and, in step

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, network quality of service violations are received by the Rating and **Discounting** system.

Next, in step 2406, rating rules are applied to the network customer usage information. Further, in step 2408, negotiated **discounts** are determined based on the network quality of service violations and, in step 2410, rebates...

...level agreement violations. Thereafter, in step 2412, billing data reflecting the usage information, the negotiated **discounts** , and the rebates is provided to generate a customer invoice.

Utilizing information from the Rating and **Discounting** Process 1306, the Invoice and Collections Process ...customer payment information is received by the system. Next, in step 2602, billing data, including **discounts** due to quality of service violations and rebates due to service level agreement violations, is...

...Together with the Network Data

Management 1300, the Problem Handling Process feeds data to the **Discounting** Process 1306. The **Discounting** Process 1306 applies the correct rating rules on a customer-by-customer basis, and applies **discounts** for events, such as outages and other SLA violations. Finally, the Invoice and Collections Process 1504, utilizes the information from the **Discounting** Process 1306 to create customer billing information.

75

To better understand the invention, it is...Page for a mandatory "guided tour" where the user is exposed to any current product **promotion** by the sponsor/vendor and can download promotional coupons, product information, etc. After this mandatory...entertainment on CD-ROM, content delivery from an Internet repository, or electronic catalog shopping and **advertising** , or some combination of the above) participants would be able to securely select from amongst...or service.

Operation 5410 allows one or more of the products or services to be **advertised** . Yet another aspect of the present invention includes outputting an estimate relating to a price...

...one of the products and services

140

may be generated by a product configuration. The **advertising** could include customized **advertising** based upon the user profile. The step of calculating at least one of the tax...

19/3,K/47 (Item 40 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00806382

METHOD FOR AFFORDING A MARKET SPACE INTERFACE BETWEEN A PLURALITY OF MANUFACTURERS AND SERVICE PROVIDERS AND INSTALLATION MANAGEMENT VIA A MARKET SPACE INTERFACE

PROCEDE DE MISE A DISPOSITION D'UNE INTERFACE D'ESPACE DE MARCHE ENTRE UNE PLURALITE DE FABRICANTS ET DES FOURNISSEURS DE SERVICES ET GESTION D'UNE INSTALLATION VIA UNE INTERFACE D'ESPACE DE MARCHE

Patent Applicant/Assignee:

ACCENTURE LLP, 1661 Page Mill Road, Palo Alto, CA 94304, US, US
(Residence), US (Nationality)

Inventor(s):

MIKURAK Michael G, 108 Englewood Blvd., Hamilton, NJ 08610, US,

Legal Representative:

HICKMAN Paul L (et al) (agent), Oppenheimer Wolff & Donnelly LLP, 1400
Page Mill Road, Palo Alto, CA 94304, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200139028 A2 20010531 (WO 0139028)

Application: WO 2000US32308 20001122 (PCT/WO US0032308)

Priority Application: US 99444773 19991122; US 99444798 19991122

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ
DE DK DM DZ EE ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK
LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK
SL TJ TM TR TT TZ UA UG UZ VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 170977

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... basket. As functions associated with the shopping basket, there are a
function to take the **items** into the shopping basket (add to
151
the purchase list), a function to check the...

19/3,K/48 (Item 41 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00805495 **Image available**

INSURANCE MARKETING METHODS

PROCEDES DE COMMERCIALISATION D'ASSURANCES

Patent Applicant/Assignee:

ESURANCE INC, 2800 Third Street, 2nd Floor, San Francisco, CA 94107, US,
US (Residence), US (Nationality), (For all designated states except:
US)

Patent Applicant/Inventor:

BUI Huyen K, 161 Park Plaza Drive, No.10, Daly City, CA 94015, US, US

(Residence), US (Nationality), (Designated only for: US)
GOODMAN Jeffrey Lewis, 260 Bay Street, No. 414, San Francisco, CA 94133,
US, US (Residence), US (Nationality), (Designated only for: US)
HARVEY Bennet, 10 Tara View Road, Tiburon, CA 94920, US, US (Residence),
US (Nationality), (Designated only for: US)
HOLM Donald, 24 Latimer Place, Walnut Creek, CA 94596, US, US (Residence)
, US (Nationality), (Designated only for: US)
JOHANSEN Hans S, 381 Adams Street, No. D, Oakland, CA 94610, US, US
(Residence), US (Nationality), (Designated only for: US)
KLOUCHE Moncef, Apartment 28, 556 Vallejo Street, San Francisco, CA 94133
, US, US (Residence), FR (Nationality), (Designated only for: US)
LERNER Alex, 293 Parker Avenue, San Francisco, CA 94108, US, US
(Residence), RU (Nationality), (Designated only for: US)
TRAICHAL Patrick, 3535 El Portal Drive, No. A302, El Sobrante, CA 94803,
US, US (Residence), US (Nationality), (Designated only for: US)
ZONA David, 2700 Martinez Drive, Burlingame, CA 94010, US, US (Residence)
, US (Nationality), (Designated only for: US)
Legal Representative:

CONARD Richard D (agent), Barnes & Thornburg, 11 South Meridian Street,
Indianapolis, IN 46204, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200139090 A1 20010531 (WO 0139090)

Application: WO 2000US32342 20001127 (PCT/WO US0032342)

Priority Application: US 99167636 19991126; US 99170027 19991210; US

2000198007 20000418; US 2000199483 20000425; US 2000209155 20000602

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 27278

Main International Patent Class: G06F-017/60

Fulltext Availability:

Claims

Claim

... rider. If an item is covered by a rider, the value of that item is ad
ded to the rider total for the claim. submission. If the (inverted
exclamation mark)tein...connectivity when justified by volume. Further,
the online customer experience pennits a business partner to cross- sell
additional products and increase the business partner's perceived
value to the customer.
The architecture for online...

19/3,K/49 (Item 42 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00803603 **Image available**

RETAIL SYSTEM FOR SELLING PRODUCTS BASED ON A FLEXIBLE PRODUCT DESCRIPTION
SYSTEME DE VENTE AU DETAIL PERMETTANT DE VENDRE DES PRODUITS SUR LA BASE
D'UNE DESCRIPTION DE PRODUIT FLEXIBLE

Patent Applicant/Assignee:

WALKER DIGITAL LLC, Five High Ridge Park, Stamford, CT 06905, US, US

(Residence), US (Nationality), (For all designated states except: US)
Patent Applicant/Inventor:
WALKER Jay S, 124 Spectacle Lane, Ridgefield, CT 06877, US, US
(Residence), US (Nationality), (Designated only for: US)
KIM Peter, 2975 High Ridge Road, Stamford, CT 06903, US, US (Residence),
US (Nationality), (Designated only for: US)
JORASCH James A, 25 Forest Street, Apt 5G, Stamford, CT 06901, US, US
(Residence), US (Nationality), (Designated only for: US)
MIK Magdalena, 10 South Street, Greenwich, CT 06830, US, US (Residence),
US (Nationality), (Designated only for: US)
TEDESCO Daniel E, 49 Kings Highway North, Westport, CT 06880, US, US
(Residence), US (Nationality), (Designated only for: US)
SAMMON Russell Pratt, Apartment 2K, 444 Bedford Street, Stamford, CT
06901, US, US (Residence), US (Nationality), (Designated only for: US)
GOLDEN Andrew P, Apartment 2A, 444 Bedford Street, New York, NY 10029, US
, US (Residence), US (Nationality), (Designated only for: US)
MUELLER Raymond J, 89 Catbrier Road, Weston, CT 06883, US, US (Residence)
, US (Nationality), (Designated only for: US)
BEMER Keith, 517 East 75th Street, Apartment 2E, New York, NY 10021, US,
US (Residence), US (Nationality), (Designated only for: US)
VAN LUCHENE Kathleen, Apartment 4, 17 Ferris Avenue, Norwalk, CT 06854,
US, US (Residence), US (Nationality), (Designated only for: US)

Legal Representative:

ALDERUCCI Dean (et al) (agent), Walker Digital Corporation, Five High
Ridge Park, Stamford, CT 06905, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200137164 A2 20010525 (WO 0137164)
Application: WO 2000US30115 20001102 (PCT/WO US0030115)
Priority Application: US 99165435 19991115; US 2000540035 20000331

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG
SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 20336

Main International Patent Class: G06F-017/60

Fulltext Availability:

Claims

Claim

... 200
21-40 \$250
0-20 \$300
0 \$400
FIG, 7A
10 / 27
700

w

PRODUCT CATEGORY: STANDARD TV

FLEXIBILITY % DISCOUNT

SCORE

710 730
61-80 30%
41-60 25%
21-40 20%

0-20 15%
0...

19/3,K/50 (Item 43 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00803564 **Image available**

APPARATUS AND METHOD FOR PROVIDING ADVERTISING ON INTERNET-ENABLED CHANNELS
APPAREIL ET PROCEDE PERMETTANT DE DIFFUSER UN CONTENU PUBLICITAIRE SUR DES
CANAUX CONNECTES A INTERNET

Patent Applicant/Assignee:

ADVERTISING COM, 1020 Hull Street, Ivory Building, Suite 200, Baltimore,
MD 21230, US, US (Residence), US (Nationality)

Inventor(s):

FERBER John B, Apartment 2210, 100 Harbor View Drive, Baltimore, MD 21230
, US,

FERBER Scott, Apartment 1007, 100 Harbor View Drive, Baltimore, MD 21230,
US,

WALDERMAN Todd, 11415 Falcon Ridge Court, Beltsville, MD 20705, US,

JOENSEN Daniel, 2809 Boston Street #312, Baltimore, MD 21224, US,

Legal Representative:

GARRETT Arthur S (agent), Finnegan, Henderson, Farabow, Garrett & Dunner
LLP, 1300 I Street, N.W., Washington, D.C. 20005-3315, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200137119 A2 20010525 (WO 0137119)

Application: WO 2000US31464 20001115 (PCT/WO US0031464)

Priority Application: US 99165526 19991115

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 8145

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Claims

Detailed Description

... Internet surfer has an ID, the optimizer will lookup his/her
information and set of **product scores**, at 22. The **product** with the
best **score** will have its **ad** shown to that particular Internet surfer.
In some circumstances (such as creative testing or data...

Claim

... 9

Advertiser's

Target Page

Display

Adverbser:p

Target

Page

Figure I B

Figure 2
Advertisine Operatine System
21 Network Websile
Optimization
"Black Box"

Products C D
Scores 120 60 23

24 2
Figure 3
Admin Entry Screen
Enter Advertiser Specifications for their Ad Campaigns
Advertiser Product Testing
Info Service Scenario
Info
Name Name and ID Creative/ Freq. Testing...

19/3,K/51 (Item 44 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00799892 **Image available**
CUSTOMER DEMAND-INITIATED SYSTEM AND METHOD FOR ON-LINE INFORMATION
RETRIEVAL, INTERACTIVE NEGOTIATION, PROCUREMENT, AND EXCHANGE
SYSTEME LANCE SUR DEMANDE DU CLIENT ET PROCEDE POUR LA RECHERCHE
D'INFORMATIONS EN LIGNE, LA NEGOTIATION INTERACTIVE, L'ACQUISITION, ET
L'ECHANGE

Patent Applicant/Inventor:

SOLOMON Neal E, 901 Kingston Avenue, Piedmont, CA 94611, US, US
(Residence), US (Nationality)

Legal Representative:

BEVERLY Brian (agent), Suite 2360, One Kaiser Plaza, Oakland, CA 94612,
US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200133464 A1 20010510 (WO 0133464)
Application: WO 2000US30249 20001101 (PCT/WO US0030249)
Priority Application: US 99162932 19991101

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG
SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 34629

Main International Patent Class: G06F-017/60

Fulltext Availability:

Claims

Claim

... of claim 311 wherein.I I said bid comprises an option for said vendor
to sell said selected item to another purchaser for a price higher
than stated in said bid.

I 3 13. The method...

...said selected item to said purchaser shall be consummated, that before said expiration seller may **sell** said selected **item** to **another** purchaser for a price higher than stated in said bid, and that if said selected...

...The method of claim '18 wherein'. said bid comprises an option for said vendor to **sell** said selected **item** to **another** purchaser for a price higher than stated in said bid.

320. The method of claim...

...the sale of said selected purchaser shall be consummated, that before said expiration seller may **sell** said Item to said selected **item** to **another** purchaser for a price higher than stated in said bid, and that if said selected...g., lawyers, strategy management consultants, accountants, technology consultants), sales and marketing (e.g., sales, marketing, **advertising** and public relations, customer service), human resources (e.g., human resource management, benefits, compensation, and...

19/3,K/52 (Item 45 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00794336 **Image available**

INTEGRATED COMMERCE ENVIRONMENT (ICE) - A METHOD OF INTEGRATING OFFLINE AND ONLINE BUSINESS

ENVIRONNEMENT DE COMMERCE INTEGRE (ICE) UN PROCEDE D'INTEGRATION D'ENTREPRISE HORS LIGNE ET EN LIGNE

Patent Applicant/Inventor:

HEFNER L Lee Jr, 2835 Berwick Road, Birmingham, AL 35213, US, US
(Residence), US (Nationality)

Legal Representative:

WESOLOWSKI Carl R (agent), Fleshner & Kim, LLP, P.O. Box 221200,
Chantilly, VA 20153-1200, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200127838 A1 20010419 (WO 0127838)

Application: WO 2000US28068 20001012 (PCT/WO US0028068)

Priority Application: US 99158381 19991012

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DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC

LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI

SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 60287

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Claims

Claim

... retail chain store encounters an entertainment medium that is sufficiently attractive and that offers an **incentive** to return to the store, the customer will feel motivated to return to the stores...

...majority of content in the newsletters.

Web sites, owned and operated by ICEOP and offering- **advertising** to retail stores, that offer archived community member discussions, with topics searchable by means of...customers that return again and again to the merchant's business; demonstrates hyperlinks and banner **advertisements** promoting the retail merchant's store;

(h) shows how a merchant's web site can...

...data online from products and services

sold electronically;

(r) provides benefits from specially targeted vendor **discounts** ;

(s) provides a way for a merchant to promote a particular web site;

(t) stimulates...

...phone airtime

usage) because of the ease of replenishment; and

(U) provides an opportunity to **advertise** and promote merchant stores via

customer-requested e-mail and banner ads to customers who...visit it, in a similar way that network television prepares viewers to patronize the network **advertisers** . (xv) ICE provides a new means of conducting permission marketing for retailers. It provides a...

...newsletters targeted to customer clusters provide an effective yet inexpensive way for the store to **advertise** in communities that store

customers have registered in.

91

(aa) ICE benefits merchants by...

...to each customer. (f) ICE uses email newsletters provide a forum for the store to **advertise** its local

bricks and mortar location as well as a means of providing a permission ...giving them an edge over

competitors because:

(a) it provides the wholesaler an opportunity to **advertise** , promote, and **sell additional products** and services directly to retail merchants by means of

promotions (e.g., hyperlinks, banner ads, etc.) on proprietary merchant account pages on the PUMP Merchant...

...quickly;

(c) it promotes establishing a base of regular portal customers;

(d) the Web Store **advertises** and promotes the portal business through banner ads and customized, dynamic, and targeted hyperlinks keyed...

...recorded purchase and browsing history, as well as to information volunteered by the visitor;

(e) **promotions** in the retail business promote the portal business; and it provides a method of directing...view of the fact that media companies are in the business of selling viewers to **advertisers** , they would benefit from an economical method of attracting targeted audiences. The Bonding Site offers...

...registers in a virtual community

through the Bonding Site, ICEOP will know about it, and **ad** & that community membership information to the customer's profile. (c) ICEOP owns the customer profile...

...by targeting identified email newsletter receivers in specified categories and sending them messages (i.e., **ad**, promotional content, etc.). By using relevant and personalized messaging, based on profiles, manufacturers can...the products in the customer's shopping list, and Give the shopper the opportunity to **buy additional products** needed to complete one Or more recipes. Whereby, customers enjoy cooking and recipe suggestions while...estimate the customer more loyal to a brick-and-mortar retail store. Category and positional **product promotions** cross-sell and **upsell** the customer on **products**.

16 Special ICE printer

Prints promotional messages at the point-of-sale, optionally on the...display promotional flags and can sound audio alarms whenever the shopping cart is nearby a **product** which is being promoted. This program promotes cross selling and **up selling** to the customer. Recipe information buttons can be displayed next to **product** specifications on a shopping Est. By pressing a recipe information button, a shopper can read...

...prepared recipe dishes that use one or more products on a customer shopping list. This **promotion** is designed to increase the purchases a customer makes in order to fill out a particular recipe. **Promotion** of cookbooks is a side benefit of this function.

32 Position Indicator Tag or Label...

19/3,K/53 (Item 46 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00794333 **Image available**

CONSUMER PURCHASING SYSTEM

SYSTEME D'ACHAT CONSOMMATEUR

Patent Applicant/Assignee:

i2 TECHNOLOGIES INC, One i2 Place, 11701 Luna Road, Dallas, TX 75234, US,
US (Residence), US (Nationality)

Inventor(s):

BURCHETT Chris, 8445 Drayton Hall Drive, Colorado springs, CO 80920, US,
BURCHETT Kevin, 1885 South Quebec Way, J-104, Denver, CO 80231, US,

Legal Representative:

KENNERLY Christopher W (agent), Baker Botts L.L.P., Suite 600, 2001 Ross Avenue, Dallas, TX 75201-2980, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200127834 A2 20010419 (WO 0127834)

Application: WO 2000US27818 20001009 (PCT/WO US0027818)

Priority Application: US 99158656 19991008; US 2000684074 20001008

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE
ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT
LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT
UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English
Filing Language: English
Fulltext Word Count: 7038

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description

Detailed Description

... product. However, the consumer is able to edit the order list, as described below, and **advertisements** of similar products may be used to encourage the consumer to **buy alternative products** .

As described further below, marketing campaigns may vary somewhat depending on the nature of the...

19/3,K/54 (Item 47 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2003 WIPO/Univentio. All rts. reserv.

00792482 **Image available**

AUTOMATED NEGOTIATION AND TRADE DEAL IDENTIFICATION IN SALE AND EXCHANGE BASED TRANSACTIONS

NEGOCIATION INFORMATISEE ET IDENTIFICATION D'OPERATIONS COMMERCIALES DANS DES TRANSACTIONS BASEES SUR LES VENTES ET LES ECHANGES

Patent Applicant/Inventor:

TAN Min, 3707 Poinciana Drive, #112, Santa Clara, CA 95051, US, US
(Residence), US (Nationality)

Legal Representative:

MALLIE Michael J (et al) (agent), Blakely, Sokoloff, Taylor & Zafman LLP,
7th floor, 12400 Wilshire Boulevard, Los Angeles, CA 90025, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200125995 A1 20010412 (WO 0125995)

Application: WO 2000US26845 20000929 (PCT/WO US0026845)

Priority Application: US 99157318 19991001; US 2000676051 20000928

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 8714

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description

Detailed Description

... services

title

keywords

description

image

access control parameter

negotiation agent parameters
price
price and quantity
multiple product cross- selling
Web site system administrator management
Automatic product listing removal (after expiration date)
Illegal / inappropriate product...

...Technical Support

Insurance policy for fraud related issues
Client certificate for certain users
3rd-party **Ad** Display Engine
Traffic and demographic information
Ad banner area
Ad display interval
Ad revenue structure
User Test Drive
setup procedure (with fixed parameters)
context sensitive pop-up helps...

...pre-negotiate and invite

web site invites in the case of multi-party deals
Marketing/ **Promotion** Engine
frequent-user credit program (reward)
multi-level marketing scheme for referral
mailing list for...

19/3,K/55 (Item 48 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00787803

**TRACKING SYSTEM FOR CUSTOMER ELECTRONIC PURCHASE REQUESTS AND PURCHASES
SYSTEME DE SUIVI DES DEMANDES D'ACHAT ELECTRONIQUES ET DES ACHATS DES
CLIENTS**

Patent Applicant/Assignee:

AUTOBYTEL COM INC, 18872 MacArthur Boulevard, 2nd floor, Irvine, CA 92612
, US, US (Residence), US (Nationality)

Inventor(s):

WALKER Tim, 2855 Baxter, Tustin, CA 92782, US,
ROWE Jared, 216 14th Street, Manhattan Beach, CA 90266, US,
WATERS Jeffrey L, 2250 Gill Village Way #915, San Diego, CA 92108, US,
CARRILLO Michelle L, 88 Carriage Drive, Foothill Ranch, CA 92610, US,
WAGONER Kevin J, 3521 North Tamarind Avenue, Rialto, CA 92377-3645, US,

Legal Representative:

DELANEY Karoline A (agent), Knobbe, Martens, Olson & Bear, LLP, 16th
Floor, 620 Newport Center Drive, Newport Beach, CA 92660, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200120516 A2 20010322 (WO 0120516)

Application: WO 2000US24857 20000911 (PCT/WO US0024857)

Priority Application: US 99398103 19990916

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ
CZ (utility model) DE DE (utility model) DK DK (utility model) DM DZ EE
EE (utility model) ES FI FI (utility model) GB GD GE GH GM HR HU ID IL IN
IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ
PL PT RO RU SD SE SG SI SK SK (utility model) SL TJ TM TR TT TZ UA UG UZ
VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 16930

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description

Detailed Description

... transaction worksheet 1306 includes a selling price section 1308, a trade equity section 1310, an **additional items** section 1312, and a **transaction** price section 1314. The selling price section 1308 is used to adjust the selling price...
...in the MSRP entry box 1316. The seller may additionally enter a value for a **discount**, which may be offered to the particular buyer. The selling price field 1315 of the...

19/3,K/56 (Item 49 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2003 WIPO/Univentio. All rts. reserv.

00786999 **Image available**

UNIFORM ELECTRONIC PURCHASE REQUEST FOR CUSTOMER AND DEALER
DEMANDE D'ACHAT ELECTRONIQUE UNIFORME POUR CLIENT ET REVENDEUR

Patent Applicant/Assignee:

AUTOBYTEL COM INC, 18872 MacArthur Boulevard, 2nd Floor, Irvine, CA 92612
, US, US (Residence), US (Nationality)

Inventor(s):

WALKER Tim, 2855 Baxter, Tustin, CA 92782, US,
ROWE Jared, 216 14th Street, Manhattan Beach, CA 90266, US,
WATERS Jeffrey L, 2250 Gill Village Way, #915, San Diego, CA 92108, US,
CARRILLO Michelle L, 88 Carriage Drive, Foothill Ranch, CA 92610, US,
WAGONER Kevin J, 3521 North Tamarind Avenue, Rialto, CA 92377-3645, US,

Legal Representative:

DELANEY Karoline A (agent), Knobbe, Martens, Olson and Bear, LLP, 16th
Floor, 620 Newport Center Drive, Newport Beach, CA 92660, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200120486 A2 20010322 (WO 0120486)
Application: WO 2000US40867 20000911 (PCT/WO US0040867)
Priority Application: US 99398569 19990916

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ
CZ (utility model) DE DE (utility model) DK DK (utility model) DM DZ EE
EE (utility model) ES FI FI (utility model) GB GD GE GH GM HR HU ID IL IN
IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ
PL PT RO RU SD SE SG SI SK SK (utility model) SL TJ TM TR TT TZ UA UG UZ
VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English
Filing Language: English
Fulltext Word Count: 15540

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description

Detailed Description

... transaction worksheet 1306 includes a selling price section 1308, a trade equity section 1310, an **additional items** section 1312, and a **transaction** price section 1314. The selling price section 1308 is used to adjust the selling price...
...in the MSRP entry box 1316. The seller may additionally enter a value for a **discount**, which may be offered to the particular buyer. The selling price field 1315 of the...

19/3,K/57 (Item 50 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00786174 **Image available**

ELECTRONIC PURCHASE REQUEST SYSTEM PERMITTING DEALER MODIFICATION OF BUYER SELECTION

SYSTEME ELECTRONIQUE DE COMMANDE D'ACHAT PERMETTANT AU CONCESSIONNAIRE DE MODIFIER LA SELECTION DE L'ACHETEUR

Patent Applicant/Assignee:

AUTOBYTEL COM INC, 18872 MacArthur Blvd., 2nd Floor, Irvine, CA 92612, US
, US (Residence), US (Nationality)

Inventor(s):

WALKER Tim, 2855 Baxter, Tustin, CA 92782, US,
ROWE Jared, 216 14th Street, Manhattan Beach, CA 90266, US,
WATERS Jeffrey L, 2250 Gill Village Way, #915, San Diego, CA 92108, US,
CARRILLO Michelle L, 88 Carriage Drive, Foothill Ranch, CA 92610, US,
WAGONER Kevin J, 3521 North Tamarind Avenue, Rialto, CA 92377-3645, US,

Legal Representative:

DELANEY Karoline A (agent), Knobbe, Martens, Olson and Bear, LLP, 620
Newport Center Drive, 16th Floor, Newport Beach, CA 92660, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200119402 A2 20010322 (WO 0119402)

Application: WO 2000US24731 20000911 (PCT/WO US0024731)

Priority Application: US 99398560 19990916

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ
CZ (utility model) DE DE (utility model) DK DK (utility model) DM DZ EE
EE (utility model) ES FI FI (utility model) GB GD GE GH GM HR HU ID IL IN
IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ
PL PT RO RU SD SE SG SI SK SK (utility model) SL TJ TM TR TT TZ UA UG UZ
VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 15626

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... transaction worksheet 1306 includes a selling price section 1308, a trade equity section 1310, an **additional items** section 1312, and a **transaction** price section 1314. The selling price section 1308 is used to adjust the selling price...

...in the MSRP entry box 1316. The seller may additionally enter a value

for a **discount** , which may be offered to the particular buyer. The selling price field 1315 of the...

19/3,K/58 (Item 51 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2003 WIPO/Univentio. All rts. reserv.

00785191 **Image available**

SYSTEM AND METHOD FOR SUBSIDIZING CONDITIONAL PURCHASE OFFERS (CPOs)
SYSTEME ET PROCEDE DE SUBVENTIONNEMENT D'OFFRES D'ACHATS CONDITIONNELLES
(CPO)

Patent Applicant/Assignee:

PRICELINE COM INCORPORATED, 800 Connecticut Avenue, Norwalk, CT 06854, US
, US (Residence), US (Nationality)

Inventor(s):

WALKER Jay S, 124 Spectacle Lane, Ridgefield, CT 06877, US,
TEDESCO Daniel E, 192 Park Street, Apartment 6, New Canaan, CT 06840, US,

VAN LUCHENE Andrew S, 9 Greenwood Place, Norwalk, CT 06854, US,
BEMER Keith, 517 East 75th Street, Apartment 2E, New York, NY 10021, US,
Legal Representative:

ANDRES John C (agent), priceline.com Incorporated, 800 Connecticut
Avenue, Norwalk, CT 06854, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200118724 A1 20010315 (WO 0118724)

Application: WO 2000US24696 20000908 (PCT/WO US0024696)

Priority Application: US 99393257 19990910

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 13305

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... customers. The present invention provides an effective mechanism for a subsidizing party to use cash **incentives** as the basis for a subsidy offer. In addition to the services mentioned above, the...

...customer's agreement to switch service providers, to complete a credit application or purchase a **complimentary product** . Thus, while a customer I IO **transacts** with a seller 120 in the primary CPO transaction, the customer I IO transacts with...

19/3,K/59 (Item 52 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2003 WIPO/Univentio. All rts. reserv.

00781899 **Image available**

DYNAMIC PROPAGATION OF PROMOTIONAL INFORMATION IN A NETWORK OF
POINT-OF-SALE TERMINALS
DIFFUSION DYNAMIQUE D'INFORMATIONS A CARACTERE PROMOTIONNEL DANS UN RESEAU
DE TERMINAUX DE POINTS DE VENTE

Patent Applicant/Assignee:

WALKER DIGITAL LLC, Five High Ridge Park, Stamford, CT 06905, US, US
(Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

WALKER Jay S, 124 Spectacle Lane, Ridgefield, CT 06877, US, US
(Residence), US (Nationality), (Designated only for: US)

MUELLER Raymond J, 89 Catbrier Road, Weston, CT 06883, US, US (Residence)
, US (Nationality), (Designated only for: US)

VAN LUCHENE Andrew S, 9 Greenwood Place, Norwalk, CT 06854, US, US
(Residence), US (Nationality), (Designated only for: US)

TEDESCO Daniel E, 49 Kings Highway North, Westport, CT 06880, US, US.
(Residence), US (Nationality), (Designated only for: US)

BEMER Keith, 517 E. 75th Street - #2E, New York, NY 10021, US, US
(Residence), US (Nationality), (Designated only for: US)

TULLEY Stephen C, 15 River Place, Stamford, CT 06907, US, US (Residence),
US (Nationality), (Designated only for: US)

ALDERUCCI Dean, 19-8 Prospect Ridge Road, Ridgefield, CT 06877, US, US
(Residence), US (Nationality), (Designated only for: US)

HEIER Jeffrey E, 3 Mountain View Road, Somers, NY 10589, US, US
(Residence), US (Nationality), (Designated only for: US)

RATH Anna, 23232 Town Walk Drive, Hamden, CT 06518, US, US (Residence),
US (Nationality), (Designated only for: US)

Legal Representative:

LEVIN Nathaniel (et al) (agent), Walker Digital Corporation, Intellectual
Property Department, Five High Ridge Park, Stamford, CT 06905, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200115033 A2-A3 20010301 (WO 0115033)

Application: WO 2000US19426 20000717 (PCT/WO US0019426)

Priority Application: US 99150630 19990825; US 2000538751 20000330

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 18048

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... is a type of promotion in which an operator of a POS terminal offers
to **sell** to a customer an **additional product** in exchange for a
round-up amount that may be, for example, the amount of...

...offer will be described below. For present purposes it is sufficient to
note that the **product** or

I 8

products to be suggested for an **upsell** may depend on such factors as
which **products** have already been included in the transaction, and the
value of the round-up amount...database 220, of the type referred to in

connection with Fig. 3, which stores potential **upsell scores** for a number of **products**. The table shown in Fig. 1 I includes a store identifier field 180 which indicates the store in which the offer is being evaluated. A field 222 indicates the base **products** which, when included in a transaction, trigger consideration of the potential **upsell products** listed in database 220. The particular set of base **products** indicated in field 222 in this example consists of a cheeseburger and a cola. However...

...cola").

Columns 226, 228, 230, 232 and 234 of Fig. 1 I list the potential **upsell products** to be considered when the base **products** listed in field 222 are ordered. Column 223 lists the perishability, popularity and profitability categories...

...restaurant chain wishes to promote products that are relatively unpopular, in which case a higher **score** is accorded to less popular products. Similarly, a restaurant may wish to promote products that are relatively popular (e.g., products associated with an **advertising** campaign).

According to one embodiment, the propagation of information in the POS network 20...

...weighting factors 224 may be used as follows to improve the success of dynamically-priced **upsell** offers. A **product upsell** is scored based on a number of categories 223, and each **score** is multiplied by the weighting factor 224 associated with each category 223 to generate a weighted **score**. A particular **product** 10 **upsell** is selected based on the weighted **score** associated with the **product**. Thus, by adjusting the **scores** and/or the weighting factors 224, the **upsell product** that is selected may be determined. Note that the **scores** and/or the weighting factors 224 may be determined by an operator and/or be... resulting from steps 214, 216, 218 and 236 is offered to the customer as an **upsell product** for the customer's change.

According to another variation, the particular **upsell score** database accessed at step 214 depends upon which set of base **products** the customer selects.

According to one embodiment, the weights shown in Fig. 1 I are...

19/3,K/60 (Item 53 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00776198 **Image available**

SYSTEM FOR CUSTOMER CONTACT INFORMATION MANAGEMENT AND METHODS FOR USING SAME

SYSTEME DE GESTION D'INFORMATIONS DE CONTACT CLIENTS ET PROCEDES D'UTILISATION ASSOCIES

Patent Applicant/Assignee:

CONVERGYS CORPORATION, 201 East Fourth Street, P.O. Box 1638, Cincinnati, OH 45201-1638, US, US (Residence), US (Nationality)

Inventor(s):

SCHROEDER Kim A, Convergys Corporation, 860 West LeVoy Drive, Salt Lake City, UT 84123, US,

JENKINS Aaron, Convergys Corporation, 860 West LeVoy Drive, Salt Lake

City, UT 84123, US,
DONNELLY Keric P, Convergys Corporation, 860 West LeVoy Drive, Salt Lake
City, UT 84123, US,
SMITH Greyson, Convergys Corporation, 860 West LeVoy Drive, Salt Lake
City, UT 84123, US,
ANDERSON Shawn, Convergys Corporation, 860 West LeVoy Drive, Salt Lake
City, UT 84123, US,

Legal Representative:

BELL Michael J (agent), Howrey Simon Arnold & White, LLP, 1299
Pennsylvania Avenue, N.W., Box 34, Washington, DC 20004-2402, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200109745 A2 20010208 (WO 0109745)

Application: WO 2000US20185 20000726 (PCT/WO US0020185)

Priority Application: US 99146515 19990730; US 99467378 19991221

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 24085

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... to capture specific pieces of information about the call itself, such
as call source and **ad** code, or to, learn more about the reason why the
customer is calling. The agent can then assist the customer by providing
some or all of the following services: selling **products** and services;
cross-selling and **up - selling products** and services; taking **product**
orders and processing credit card orders; providing comparative **product**
information; positioning and selling the client's products versus the
competitor's products; communicating data...

19/3,K/61 (Item 54 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00772927 **Image available**

SYSTEM AND METHOD FOR PROMOTIONAL PROFILING

SYSTEME ET PROCEDE SERVANT A DRESSER UN PROFIL DE PROMOTION COMMERCIALE

Patent Applicant/Assignee:

MYFAMILY COM INC, 266 West Center Street, Orem, UT 84057, US, US

(Residence), US (Nationality)

Inventor(s):

REDD Brandt C, 2125 N. 1450 E., Provo, UT 84604, US

Legal Representative:

HESLIN James M, Townsend and Townsend and Crew LLP, Two Embarcadero

Center, 8th floor, San Francisco, CA 94111, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200106434 A1 20010125 (WO 0106434)

Application: WO 2000US19340 20000713 (PCT/WO US0019340)

Priority Application: US 99356332 19990719

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG
SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 8221

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... online catalog or store from which
various products or services may be purchased online. Various **promotions**
may be produced on certain pages of the online store. For example, the
promotions profile database may be searched to determine products that a
customer is likely to purchase...

...that the customer may purchase for their own or for products that the
customer may **buy** as gifts for **another** . **Products** that the customer
may wish to **buy** for herself may be based on the personal demographic
profile in the profile database, such...

...customer may wish to purchase as gifts may be determined using an
algorithm where the **promotion** profile database is searched to match a
promotion profile with a certain event and the associated roles and
relationships between the member accessing...

...family events may be selected and eventually matched with appropriate
gifts. In one aspect, multiple **promotions advertising** multiple
products may be provided on the custom shopping
12
SUBSTITUTE SHEET (RULE 26)
pages...

19/3,K/62 (Item 55 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00771340 **Image available**

MULTI-TIER PRICING OF INDIVIDUAL PRODUCTS BASED ON VOLUME DISCOUNTS
TARIFICATION MULTI-TIERS DE PRODUITS INDIVIDUELS BASEE SUR DES REDUCTIONS
DEPENDANT DU VOLUME D'ACHAT

Patent Applicant/Assignee:

WALKER DIGITAL LLC, Five High Ridge Park, Stamford, CT 06905, US, US
(Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

WALKER Jay S, 124 Spectacle Lane, Ridgefield, CT 06877, US, US
(Residence), US (Nationality), (Designated only for: US)

VAN LUCHENE Andrew S, 9 Greenwood Place, Norwalk, CT 06854, US, US
(Residence), US (Nationality), (Designated only for: US)

MIK Magdalena, 10 South New Street, Greenwich, CT, US, US (Residence), US
(Nationality), (Designated only for: US)

TEDESCO Daniel E, 49 Kings Highway North, Westport, CT 06880, US, US
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

TALWALKAR Nandu A, Walker Digital Corporation, Five High Ridge Park,
Stamford, CT 06905, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200104852 A1 20010118 (WO 0104852)

Application: WO 2000US18638 20000707 (PCT/WO US0018638)

Priority Application: US 99350875 19990709

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 22407

International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... the process advances to decision block 312, at which it is determined whether there is **another product** in the **transaction** to be considered. If **another product** is included in the **transaction** that has not yet been ...to the transaction is calculated by substituting for the retail price of each product any **discounted** price for the product that was set according to step 318 or step 320.

It...

19/3,K/63 (Item 56 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

(c) 2003 WIPO/Univentio. All rts. reserv.

00767687 **Image available**

METHOD AND APPARATUS FOR E-COMMERCE ENABLING AN OBJECT

PROCEDE ET APPAREIL DE COMMERCE ELECTRONIQUE VALIDANT UN OBJET

Patent Applicant/Assignee:

CATALOG CITY INC, 510 Lighthouse Avenue, Pacific Grove, CA 93950, US, US

(Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

LORENZEN Lee J, 619 Spazier Avenue, Pacific Grove, CA 93950, US, US

(Residence), US (Nationality), (Designated only for: US)

ZIMMERMAN Jordan, 10 Victoria Vale, Monterey, CA 93940, US, US

(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

WHEELER Jeffrey D (agent), Beyer Weaver & Thomas LLP, Post Office Box

130, Mountain View, CA 94042-0130, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200101314 A2 20010104 (WO 0101314)

Application: WO 2000US17905 20000628 (PCT/WO US0017905)

Priority Application: US 99141905 19990630; US 99141898 19990630; US

99451469 19991130

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 7451

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... appropriate area of an email message 214. The email message might then be used to **advertise** a product, through mass mailings and the like. If successful, the customer will be enticed to **buy** the **product**, or **alternatively** add it to their gift registry for purchase by another party. By directly embedding the...

19/3,K/64 (Item 57 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00767685 **Image available**

METHOD AND APPARATUS FOR STANDARDIZING TRANSACTION SYSTEMS

PROCEDE ET APPAREILS PERMETTANT DE NORMALISER DES SYSTEMES DE TRANSACTION

Patent Applicant/Assignee:

THE TOMORROW FACTORY INC, Suite B, 713 Linden Avenue, South San

Francisco, CA 94083, US, US (Residence), US (Nationality)

Inventor(s):

EXNER Kenneth William, 115 Carnelian Road, South San Francisco, CA 94080, US,

EUDALEY Scott L, 5611 Buena Vista Avenue, Oakland, CA 94618, US,

GREINER Dylan Edward, 9904 Mountain Oak Court, Oakdale, CA 95361, US,

Legal Representative:

BERLINER Brian M (et al) (agent), O'Melveny & Myers LLP, 400 South Hope Street, Los Angeles, CA 90071-2899, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200101310 A2 20010104 (WO 0101310)

Application: WO 2000US17837 20000627 (PCT/WO US0017837)

Priority Application: US 99141383 19990628; US 2000593295 20000613

Designated States: AU CA CN IL IN JP KR

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

Publication Language: English

Filing Language: English

Fulltext Word Count: 17975

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... services exist, including price comparison services, shopping cart systems where consumers are able to select **multiple products** prior to completing a single **transaction** covering the purchase of all selected products, such as those disclosed in United States Patent No. 5,745,681, and targeted **advertising**.

To deliver targeted advertising, some systems provide an advertising server process as a node on...

19/3,K/65 (Item 58 from file: 349)
DIALOG(R) File 349:PCT FULLTEXT
(c) 2003 WIPO/Univentio. All rts. reserv.

00766118 **Image available**

REDEMPTION SYSTEMS AND METHODS WHEREIN A BUYER TAKES POSSESSION AT A
RETAILER OF A PRODUCT PURCHASED USING A COMMUNICATION NETWORK
SYSTEMES ET PROCEDES D'ENCAISSEMENT, LORS DE L'ENTREE EN POSSESSION PAR UN
ACHETEUR, CHEZ UN DETAILLANT, D'UN PRODUIT ACHETE PAR L'INTERMEDIAIRE
D'UN RESEAU DE TELECOMMUNICATIONS

Patent Applicant/Assignee:

WALKER DIGITAL LLC, One High Ridge Park, Stamford, CT 06905, US, US
(Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

WALKER Jay S, 124 Spectacle Lane, Ridgefield, CT 06877, US, US
(Residence), US (Nationality), (Designated only for: US)

MIK Magdalena, 10 South New Street, Greenwich, CT 06830, US, US
(Residence), US (Nationality), (Designated only for: US)

VAN LUCHENE Andrew S, 9 Greenwood Place, Norwalk, CT 06854, US, US
(Residence), US (Nationality), (Designated only for: US)

OTTO Jonathan, Apartment 9A, 25 Forest Street, Stamford, CT 06901, US, US
(Residence), US (Nationality), (Designated only for: US)

LEVITAN Ian, 42 Church Hill Avenue, Westmount, Quebec HY3 2Z9, CA, CA
(Residence), CA (Nationality), (Designated only for: US)

TEDESCO Daniel E, 49 Kings Highway North, Westport, CT 06880, US, US
(Residence), US (Nationality), (Designated only for: US)

PACKES John M Jr, 21 Frankford Street, Hawthorne, NY 10532-1950, US, US
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

BUCKLEY Patrick J (et al) (agent), Walker Digital Corporation, Five High
Ridge Park, Stamford, CT 06905, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200079495 A2 20001228 (WO 0079495)

Application: WO 2000US16998 20000621 (PCT/WO US0016998)

Priority Application: US 99337906 19990622; US 99388723 19990902

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ
DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG
SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 25866

Main International Patent Class: G06F-017/60

Fulltext Availability:

Claims

Claim

... RAM ROM CLOCK

331 332 342

PROCESSOR

320

COMMUNICATION

PORT 340

ACCEPTED OFFER

DATABASE 600

SELL

DATA
R TAILER
DATABASE 800
LEMENTAL

SUPPLEMENTAL

PRODUCT OFFER STATUS
DATABASE 1000
REDEMPTION IDENTIFIER
DATABASE 1100
PROGRAM
325
FIG, 3
/46
410
RAM...

...OFFERING SUPPLEMENTAL SUPPLEMENTAL SUPPLEMENTAL SUPPLEMENTAL
SUPPLEMENTAL
PARTY PRODUCT PRODUCT PRODUCT PRODUCT PRODUCT
IDENTIFIER IDENTIFIER OFFER **DISCOUNT** OFFER OFFER
IDENTIFIER RULES CONTENT
902 904 906 908 910 912
MUST "REDEEM YOUR
92897...

...33 020 SELLER A PROFIT MARGIN SELLER A PRODUCT
PRODUCT ON BASE WHEN YOU REDEEM

TRANSACTION YOUR PRODUCT!"

FIG. 9
/ 46
vr@ 1000

SUPPLEMENTAL

PRODUCT REDEMPTION STATUS
OFFER IDENTIFIER
IDENTIFIER
1002 1 1004 1 1006
019 877175671 1 REDEEMED
FIG...18D
/ 46
1900
TO FIG. 19B
DITIONAL COUP NO
BEEN RECEIVED FOR
PRODUCT?
YES
DETERMINE **COUPON** VALUE
1904
DETERMINE PURCHASING
SYSTEM PRICE
1906
APPLY **COUPON** VALUE TO
PURCHASING SYSTEM PRICE
1908
IDENTIFY DIFFERENCE DUE
TO BUYER
1910
STORE DIFFERENCE DUE...

...EDEMPTION ID I IE NO

XIST IN RUNNING
SUBTOTAL?
241
Y
IDENTIFY SUPPLEMENTAL
PRODUCT OFFER **DISCOUNT**
2414
APPLY SUPPLEMENTAL PRODUCT
DISCOUNT TO SUPPLEMENTAL
PRODUCT PRICE 2416
RETURN TO STEP 1838
OF FIG. 18 40
2418
FIG...

19/3,K/66 (Item 59 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00762436 **Image available**
**ELECTRONIC BOOK SELECTION AND DELIVERY SYSTEM WITH TARGETED ADVERTISING
SYSTEME DE SELECTION ET DE LIVRAISON DE LIVRE CONTENANT DE LA PUBLICITE
CIBLEE**

Patent Applicant/Assignee:

DISCOVERY COMMUNICATIONS INC, 7700 Wisconsin Avenue, Bethesda, MD
20814-3522, US, US (Residence), US (Nationality)

Inventor(s):

HENDRICKS John S, 8273 Persimmon Tree Road, Potomac, MD 20854, US,
ASMUSSEN Michael L, 26276 Meadow Hall Drive, Oak Hill, VA 20171, US,

Legal Representative:

HARROP John K (et al) (agent), Dorsey & Whitney LLP, 1001 Pennsylvania
Avenue, N.W., Suite 300 South, Washington, DC 20004, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200075845 A2 20001214 (WO 0075845)

Application: WO 2000US15810 20000609 (PCT/WO US0015810)

Priority Application: US 99328672 19990609

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK
DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ
TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 38156

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... spot location, select the first targeting category. As Step 4b,
assemble a table showing the **product** of each **ad** Group **Ranking**
Percentage and spot location Group Breakdown Percentage combination.
Table I below provides an example for...

19/3,K/67 (Item 60 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00762426 **Image available**

**A SECURE INTERNET VAULT FOR CONSUMER RECEIPTS, LEGAL DOCUMENTS AND COMMERCE
CHAMBRE FORTE PROTEGEE SUR INTERNET POUR RECUS, DOCUMENTS JURIDIQUES ET
COMMERCE DU CONSOMMATEUR**

Patent Applicant/Assignee:

RECEIPTCITY COM INC, 3051 N. 1st Street, San Jose, CA 95134, US, US
(Residence), US (Nationality)

Inventor(s):

ALLAN Scott T, 2924 Hillside Drive, Burlingame, CA 94010, US,
MILES Jeffery T, 6196 Gilder Drive, San Jose, CA 95123, US,
STOUT J Gregory, 642 Caliente #23, Sunnyvale, CA 94086, US,
VALLIANI Aziz, 1111 Tewa Court, Fremont, CA 94539, US,
RAFII Abbas, 1546 Wisteria Court, Los Altos, CA 94024, US,
KAREEMI Nazim, 2145 Emerson Street, Palo Alto, CA 94301, US,

Legal Representative:

KAUFMAN Michael A (et al) (agent), Flehr Hohbach Test Albritton & Herbert
LLP, 4 Embarcadero Center, Suite 3400, San Francisco, CA 94111-4187, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200075835 A2-A3 20001214 (WO 0075835)
Application: WO 2000US15371 20000602 (PCT/WO US0015371)
Priority Application: US 99137575 19990604; US 99141380 19990628; US
2000480883 20000110

Designated States: CA JP

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

Publication Language: English

Filing Language: English

Fulltext Word Count: 17914

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Claims

Claim

... competitors and

37

cannot re-order items from these competitors. Similarly, the consumer may
see **advertisements** from the identified merchant but does not see
advertisements for competitors of the identified merchant.
When the consumer comes directly to the website of...

...include transactions from a merchant A and any number of merchant A's
competitors. Likewise, **advertising** directed to the consumer may include
1 0 **advertising** from a merchant A and **advertising** from a competitor
of

merchant A.

The consumer optionally directs the translation of the
transaction...

...he accesses transaction from activities on the merchant or
service's site. The merchant may **sell complimentary goods** and
services

38

like warranty extensions and maintenance plans.

Indeed, the invention now being fully...

19/3,K/68 (Item 61 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00762425 **Image available**

AN ELECTRONIC-RECEIPTS SERVICE

SERVICE ELECTRONIQUE DE RECUS

Patent Applicant/Assignee:

RECEIPTCITY COM INC, 3051 N. 1st Street, San Jose, CA 95134, US, US
(Residence), US (Nationality)

Inventor(s):

ALLAN Scott T, 2924 Hillside Drive, Burlingame, CA 94010, US,
MILES Jeffery, 6196 Gilder Drive, San Jose, CA 95123, US,
STOUT J Greg, 642 Caliente, #23, Sunnyvale, CA 94086, US,
VALLIANI Aziz, 1111 Tewa Court, Fremont, CA 94539, US,
RAFII Abbas, 1546 Wisteria Court, Los Altos, CA 94024, US,
KAREEMI Nazim, 2145 Emerson Street, Palo Alto, CA, US,

Legal Representative:

KAUFMAN Michael A (et al) (agent), Flehr Hohbach Test Albritton & Herbert
LLP, 4 Embarcadero Center, Suite 3400, San Francisco, CA 94111-4187, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200075834 A2-A3 20001214 (WO 0075834)

Application: WO 2000US15368 20000602 (PCT/WO US0015368)

Priority Application: US 99137575 19990604; US 99141380 19990628; US
2000480883 20000110

Designated States: CA JP

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

Publication Language: English

Filing Language: English

Fulltext Word Count: 18738

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Claims

Claim

... competitors and

36

cannot re-order items from these competitors. Similarly, the consumer may
see **advertisements** from the identified merchant but does not see
advertisements for competitors of the identified merchant.
When the consumer comes directly to the website of...

...include transactions from a merchant A and any number of merchant A's
competitors. Likewise, **advertising** directed to the consumer may include
advertising from a merchant A and **advertising** from a competitor of
merchant A.

The consumer optionally directs the translation of the
transaction...

...he accesses transaction from activities on the merchant or
service's site. The merchant may **sell complimentary goods** and
services

37

like warranty extensions and maintenance plans.
Indeed, the invention now being fully...

19/3,K/69 (Item 62 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00761423

A SYSTEM, METHOD, AND ARTICLE OF MANUFACTURE FOR EFFECTIVELY CONVEYING WHICH COMPONENTS OF A SYSTEM ARE REQUIRED FOR IMPLEMENTATION OF TECHNOLOGY

SYSTEME, PROCEDE ET ARTICLE MANUFACTURE POUR L'ACHEMINEMENT EFFICACE DES COMPOSANTS D'UN SYSTEME NECESSAIRES A LA MISE EN PRATIQUE D'UNE TECHNOLOGIE

Patent Applicant/Assignee:

ACCENTURE LLP, 100 South Wacker Drive, Chicago, IL 60606, US, US
(Residence), US (Nationality)

Inventor(s):

GUHEEN Michael F, 2218 Mar East Street, Tiburon, CA 94920, US,
MITCHELL James D, 3004 Alma, Manhattan Beach, CA 90266, US,
BARRESE James J, 757 Pine Avenue, San Jose, CA 95125, US,

Legal Representative:

BRUESS Steven C (agent), Merchant & Gould P.C., P.O. Box 2903,
Minneapolis, MN 55402-0903, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200073929 A2 20001207 (WO 0073929)

Application: WO 2000US14457 20000524 (PCT/WO US0014457)

Priority Application: US 99321136 19990527

Designated States: AE AG AL AM AT AT (utility model) AU AZ BA BB BG BR BY
CA CH CN CR CU CZ CZ (utility model) DE DE (utility model) DK DK (utility
model) DM DZ EE EE (utility model) ES FI FI (utility model) GB GD GE GH
GM HR HU ID IL IN IS JP KE KG KP KR KR (utility model) KZ LC LK LR LS LT
LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SK
(utility model) SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 150133

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... of pre-built applications that run on Business2's
Application Server. These applications include buying, **selling**,
merchandising, and delivering content over the Internet.

Product1 ECProduct1 - Software for the integration of
eCommerce applications with legacy systems. It provides for
the...operations framework. As Corporate Internets and Extranets
implement Web based software products to sell and **advertise** business
services, corresponding administrative, security, event notification and
performance requirements must be performed similarly for...

19/3,K/70 (Item 63 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00760539 **Image available**

**BUSINESS-TO-BUSINESS INTERFACE WITH CONTINUOUSLY UPDATEABLE TREND AND
HISTORICAL DATABASES
INTERFACE COMMERCIALE AVEC BASES DE DONNEES HISTORIQUES ET A TENDANCES
POUVANT ETRE MISES A JOUR EN CONTINU**

Patent Applicant/Assignee:

WHATSHOTNOW COM INC, 4503 Glencoe Avenue, Marina del Rey, CA 90292, US,
US (Residence), US (Nationality), (For all designated states except:
US)

Patent Applicant/Inventor:

FRIED Robert, 231 South Cliffwood, Los Angeles, CA 90049, US, US
(Residence), US (Nationality), (Designated only for: US)

WILLIAMS Robert, 959 Poppy Street, Los Angeles, CA 90042-1355, US, US
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

CHANG Josephine E (agent), Christie, Parker & Hale, LLP, 350 West
Colorado Boulevard, P.O. Box 7068, Pasadena, CA 91109-7068, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200073964 A2 20001207 (WO 0073964)

Application: WO 2000US14938 20000601 (PCT/WO US0014938)

Priority Application: US 99137152 19990601; US 99137062 19990601; US
99137049 19990601; US 99137036 19990601; US 99137050 19990601; US
99158601 19991008; US 99440217 19991115; US 99440147 19991115; US
2000498512 20000204; US 2000518757 20000303

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE
DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC
LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI
SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 22652

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Claims

Claim

... 8. The method claimed in claim 37, further comprising the step of
generating a popularity **ranking** of a **product** in response to a level
of user interaction with said **incentive** situations.

1 0

39 The method claimed in claim 38, further comprising the step of
generating a popularity **ranking** of a **product** in response to user
affinity votes for a product in said **incentive** situations. is 40. The
method claimed in claim 29, further comprising the step of using...

19/3,K/71 (Item 64 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00742408 **Image available**

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Patent Applicant/Inventor:

ROSE Edward M, Hampton House Apartments, Apartment 212, 10017 Lake

Avenue, Cleveland, OH 44102, US, US (Residence), GB (Nationality)
Legal Representative:
LITMAN Richard C, Litman Law Offices, Ltd., Crystal City Station, P.O.
Box 15035, Arlington, VA 22215-0035, US
Patent and Priority Information (Country, Number, Date):
Patent: WO 200055779 A1 20000921 (WO 0055779)
Application: WO 99US5777 19990317 (PCT/WO US9905777)
Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES
FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU
LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA
UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW SD SL SZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 3923

Main International Patent Class: G06F-017/60
Fulltext Availability:
Claims

Claim

... indicates they have
completed, and recording a billing stamp;
processing payment including converting multi
currency **transactions**, collecting **multiple products**
as one debit from the user, handling credits, wires,
fax calls, and other services and products for each
supplier separately; reducing any costs and
calculating any **discounts** the user may be entitled
to due to membership in the selected domains,
debiting the...

19/3,K/72 (Item 65 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00739254 **Image available**

**TARGETED PURCHASE INCENTIVE
INCITATION A L'ACHAT CIBLEE**

Patent Applicant/Inventor:

MALLEY Gregory Thomas, 17250 Buena Vista Avenue, Los Gatos, CA 95030, US,
US (Residence), US (Nationality)

Patent and Priority Information (Country, Number, Date):

Patent: WO 200052620 A1 20000908 (WO 0052620)

Application: WO 2000US5303 20000229 (PCT/WO US0005303)

Priority Application: US 99259710 19990301

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK
DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ
TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 4867

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... will be higher due to an increase in the number of units sold.

A typical **incentive** program will attempt to maximize profits by increasing the volume sold. Although the per unit profit is less due to the **incentive** offered, the total profit realized is greater because more units are sold. Or the program...

...the hope that they will purchase the product or service in the future. Or the **discount** is offered to induce people to come to a store to purchase an item at a **discounted** price, hoping that they will **buy additional items** at their regular price.

Purchase incentive programs usually involve the award of points, related to...

19/3,K/73 (Item 66 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00739251 **Image available**

METHOD FOR MARKETING AND SELLING THAT MAY CONTAIN A MEMBERSHIP BUYING OPPORTUNITY

PROCEDE DE COMMERCIALISATION ET DE VENTE POUVANT INCLURE UN GROUPEMENT D'ACHATS EN COMMUN

Patent Applicant/Assignee:

AMWAY CORPORATION, 7575 Fulton Street East, Ada, MI 49355-0001, US, US
(Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

ARGANBRIGHT Daniel A, 955 Diamond, N.E., Grand Rapids, MI 49503, US, US
(Residence), US (Nationality), (Designated only for: US)

BAMBOROUGH Dave, 1786 Middleground Drive, S.E., Kentwood, MI 49546, US,
US (Residence), US (Nationality), (Designated only for: US)

BANCINO Randy S, 17011 Shaner Avenue, N.E., Rockford, MI 49341, US, US
(Residence), US (Nationality), (Designated only for: US)

BLODGETT James G, 5446 Discovery Drive, S.E., Kentwood, MI 49508, US, US
(Residence), US (Nationality), (Designated only for: US)

DANGL William, 1855 Laraway Lane, Grand Rapids, MI 49546, US, US
(Residence), US (Nationality), (Designated only for: US)

HORDER-KOOP Robin, 8099 Wilderness Trail, N.E., Ada, MI 49301, US, US
(Residence), US (Nationality), (Designated only for: US)

HUNKING Jim, 63 Mountainview Crescent, London, Ontario N6J 4M7, CA, CA
(Residence), CA (Nationality), (Designated only for: US)

MCDONALD Kenneth J, 9171 Conservancy, Ada, MI 49301, US, US (Residence),
US (Nationality), (Designated only for: US)

PARKER John P, 6188 Rogue River Meadows, Belmont, MI 49306, US, US
(Residence), US (Nationality), (Designated only for: US)

SAVAGE Kelly K, 4188 104th Street, S.W., Byron Center, MI 49315, US, US
(Residence), US (Nationality), (Designated only for: US)

VISSER Steven R, 2157 Okemos, S.E., Grand Rapids, MI 49506, US, US
(Residence), US (Nationality), (Designated only for: US)

ZEVALKINK Claire, 2900 Pioneer Club Road, S.E., Grand Rapids, MI 49506,
US, US (Residence), US (Nationality), (Designated only for: US)

Legal Representative:

KATZ James L (agent), Brinks Hofer Gilson & Lione, NBC Tower, Suite 3600,

455 North Cityfront Plaza Drive, Chicago, IL 60611-5599, US,
Patent and Priority Information (Country, Number, Date):

Patent: WO 200052617 A1 20000908 (WO 0052617)
Application: WO 2000US5073 20000229 (PCT/WO US0005073)
Priority Application: US 99122385 19990302; US 99126493 19990325; US
2000515861 20000229

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK
DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ
TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 44003

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... SKU search function across all stores, delineated by target
group;
0 E-Mail alert of **product** specials;
* Online content and maintenance of a list of Frequently Asked
Questions;
* Cross-selling and **up - selling** ;
9 Competitive matrix of information where content exists;
0 **Product** clusters, ability to purchase multiple **products** ;
0 Animated gifs, including multimedia demos;
0 Links to other merchant sites and services;
0...

19/3,K/74 (Item 67 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00737983 **Image available**

METHODS AND APPARATUSES FOR ELECTRONIC BIDDING SYSTEMS

PROCEDES ET APPAREILS DESTINES A DES SYSTEMES ELECTRONIQUES D'OFFRES

Patent Applicant/Assignee:

MEDPOOL COM INC, 1600 Bridge Parkway, Suite 102, Redwood Shores, CA 94065
, US, US (Residence), US (Nationality), (For all designated states
except: US)

Patent Applicant/Inventor:

DE GHEEST Anne, 12133 Foothill Lane, Los Altos Hills, CA 94022, US, US
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

MILLIKEN Darren J (et al) (agent), Blakely, Sokoloff, Taylor & Zafman
LLP, 7th floor, 12400 Wilshire Boulevard, Los Angeles, CA 90025, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200050970 A2-A3 20000831 (WO 0050970)
Application: WO 2000US4814 20000224 (PCT/WO US0004814)
Priority Application: US 99121458 19990224; US 99410490 19990930; US
99409836 19990930; US 99158582 19991007; US 99161789 19991027

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK
DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ

TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English
Filing Language: English
Fulltext Word Count: 32072

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description

Detailed Description

... apparatus for buyer and/or vendor
pooling based on lots. Buyer(s) may choose to **buy multiple products**
and
vendor(s) may choose to **sell multiple products**, such that a
transaction involving a number of products, one or more buyers and one
or more vendors occurs...

...case the amount of business the vendor gets from the buyer causes the
vendor to **discount** all or portions of that business.

To describe embodiments of a system for trading by...

19/3,K/75 (Item 68 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT
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00736216 **Image available**

SYSTEM AND METHOD FOR PROCESSING FINANCIAL TRANSACTIONS
SYSTEME ET PROCEDE DE TRAITEMENT DE TRANSACTIONS FINANCIERES

Patent Applicant/Inventor:

GIORDANO Joseph A, 15344 Oakmere Place, Centreville, VA, US, US
(Residence), US (Nationality)

Legal Representative:

GARRETT Arthur S, Finnegan, Henderson, Farabow, Garrett & Dunner, L.L.P.,
1300 I Street, N.W., Washington, DC 20005-3315, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200049551 A1 20000824 (WO 0049551)

Application: WO 2000US4163 20000218 (PCT/WO US0004163)

Priority Application: US 99120760 19990219

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK
DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ
TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 14767

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description

Detailed Description

... not address product movement demographics that would allow retailers to learn the particular needs and **buying** habits of people purchasing specific **products** .

An **alternative** to the traditional loyalty program that does not require demographics data is one in which...

...frequent flyer programs. Attempts have also been made to develop "frequent shopper" marketing and sales **promotion** services in retail sales. Other retailers have experimented with programs that reward frequent shoppers by...

19/3,K/76 (Item 69 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00730941 **Image available**

**METHOD AND SYSTEM FOR LOW VOLUME BUYERS TO AGGREGATE PURCHASING POWER
PROCEDE ET SYSTEME PERMETTANT A DE PETITS ACHETEURS DE METTRE EN COMMUN
LEUR POUVOIR D'ACHAT**

Patent Applicant/Assignee:

ICOOP INC, Suite 1350, 100 South Broad Street, Philadelphia, PA 19910, US
, US (Residence), US (Nationality)

Inventor(s):

REDDI Sashidhar P, Suite 1350, 100 South Broad Street, Philadelphia, PA
19910, US,

Legal Representative:

TACHNER Adam H (et al) (agent), Crosby, Heafey, Roach & May, Suite 1900,
4 Embarcadero Center, San Francisco, CA 94111-4106, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200043928 A2 20000727 (WO 0043928)

Application: WO 2000US1456 20000121 (PCT/WO US0001456)

Priority Application: US 99116920 19990122; US 99348812 19990707

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE

ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT

LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT

UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 5412

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... to a single buyer who may buy multiple units to take advantage of the volume **discount** . This approach to e-commerce does not address how a low volume buyer can take advantage of the volume **discount** without having to personally **buy**

more units of the **product** . In **another** example, the Internet has popularized auction sites. Typically, multiple buyers bid competitively against each

other...

19/3,K/77 (Item 70 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00579220 **Image available**

SYSTEM AND METHOD FOR TRANSACTION ENABLED ADVERTISING
SYSTEME ET PROCEDE DE PUBLICITE PERMETTANT UNE TRANSACTION

Patent Applicant/Assignee:

CYBUY LLC,
ROBINSON Sandra,

Inventor(s):

ROBINSON Sandra,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200042593 A1 20000720 (WO 0042593)

Application: WO 2000US965 20000114 (PCT/WO US0000965)

Priority Application: US 99115985 19990115

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES
FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU
LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA
UG UZ VN YU ZW GH GM KE LS MW SD SL SZ TZ UG ZW AM AZ BY KG KZ MD RU TJ
TM AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI
CM GA GN GW ML MR NE SN TD TG

Publication Language: English

Fulltext Word Count: 26425

...International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... be provided with two or more products, allowing the user to select one or more **products** .

Alternatively , with the primary **transaction** , the system 10 may attempt to sell other **promo** items to the user with a "just add on" option provided to the user and...system 10 also supports functions for the set-up of cross-selling strategies, for identifying **product** sets for cross/ **up - sell** and setting up triggers based on user information or other information. Setting up **product** sets for cross-selling allows for quick presentation of related products, increasing the chance of...

...Promotional cross-selling pricing increases the chance of 2 0 conversion by offering a price **incentive** for **multiple product** purchases. The system 10 manages cross- **selling** , such as what products to link with what, etc. Generally consumers are attracted to the...

19/3,K/78 (Item 71 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00576360 **Image available**

ELECTRONIC MUSIC/MEDIA DISTRIBUTION SYSTEM
SYSTEME DE DISTRIBUTION ELECTRONIQUE DE MUSIQUE/MEDIA

Patent Applicant/Assignee:

UNIVERSAL MUSIC GROUP,
GALUTEN Albhy,

RADBEL Dmitry,
WILLIAMS Peter,
Inventor(s):
GALUTEN Albhy,
RADBEL Dmitry,
WILLIAMS Peter,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200039733 A1 20000706 (WO 0039733)

Application: WO 99US30848 19991223 (PCT/WO US9930848)

Priority Application: US 98113861 19981224; US 99127260 19990331

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK

DM EE ES FI GB GD GE HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT

LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT

TZ UA UG US UZ VN YU ZA ZW GH GM KE LS MW SD SL SZ TZ UG ZW AM AZ BY KG

KZ MD RU TJ TM AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF

BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

Publication Language: English

Fulltext Word Count: 21183

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... promotional materials to promote the available content. Alternatively.

, the distributor may

supply the promotional materials. **Promotions** include, for example, a free sample of music, or an offer to **sell multiple items** for less than the sum of the prices for the items individually.

Payment options include...

19/3,K/79 (Item 72 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00574705 **Image available**

METHODS AND SYSTEMS FOR PROVIDING PERSONALIZED SERVICES TO USERS IN A NETWORK ENVIRONMENT

PROCEDES ET SYSTEMES PERMETTANT DE FOURNIR DES SERVICES PERSONNALISES A DES UTILISATEURS DANS UN ENVIRONNEMENT DE RESEAU INFORMATIQUE

Patent Applicant/Assignee:

JJ MOUNTAIN INC,

Inventor(s):

CAO Jingjun,

CHU Chien-Yi,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200038078 A1 20000629 (WO 0038078)

Application: WO 99US30580 19991221 (PCT/WO US9930580)

Priority Application: US 98113094 19981221

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK

EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS

LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM

TR TT UA UG UZ VN YU ZA ZW GH GM KE LS MW SD SL SZ TZ UG ZW AM AZ BY KG

KZ MD RU TJ TM AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF

BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

Publication Language: English

Fulltext Word Count: 12534

...International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description

Detailed Description
... to only the fashion industry.

Other businesses can also implement this embodiment to promote and **sell** their

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products . In **another** embodiment, the agent, through a user interface, can present product **advertisement** that might be of interest to a user and can direct the user to a...

19/3,K/80 (Item 73 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00569849 **Image available**
ELECTRONIC INCENTIVE SYSTEM AND METHOD
SYSTEME ET PROCEDE D'INCITATION ELECTRONIQUE

Patent Applicant/Assignee:

GOTSAVINGS COM,

Inventor(s):

WILLIAMS Humphrey N S,

KAN Immanuel,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200033222 A1 20000608 (WO 0033222)

Application: WO 99US28105 19991124 (PCT/WO US9928105)

Priority Application: US 98109984 19981125; US 99419129 19991015; US

99419147 19991015; US 99419312 19991015; US 99419426 19991015

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES

FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU

LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA

UG UZ VN YU ZW GH GM KE LS MW SD SL SZ TZ UG ZW AM AZ BY KG KZ MD RU TJ

TM AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI

CM GA GN GW ML MR NE SN TD TG

Publication Language: English

Fulltext Word Count: 17271

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... consumer selects three different brands of DVD players, as shown in Figure 16G, and the **incentive** distribution system may distribute **incentives** for Sony products, then the consumer may receive an **incentive** to buy the Sony product instead of the other products, as shown in Figure 16H. The **incentive** may be delivered to the consumer in several different ways. For example, next to the...

...there may be a graphic 230 indicating that the consumer will be given a 5% **discount** if he purchases the Sony product. As another example, a

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banner **advertisement** 232 may be displayed which also indicates that the consumer will receive a 5% **discount** on any Sony products. These **incentives** delivered to the consumer directly on the comparison shopping site may convince the consumer to...

...expensive models. As shown, each Sony model may have the graphic 230 indicating a 5% **discount** and the page may have the banner **advertisement** 232. In the web page shown in Figure 16I. the consumer is tempted to upgrade...

...the comparison shopping site is pushed towards purchasing the Sony product due to the electronic **incentive** system which, in the background and invisible to the consumer, is offering the consumer an **incentive** to **buy** the Sony **products**. Now, **another** example of the electronic **incentive** system in a product review site will be described.

Figures 17A - 17H are diagrams

19/3,K/81 (Item 74 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00515356 **Image available**

METHOD AND SYSTEM FOR DELIVERING AND REDEEMING DYNAMICALLY AND ADAPTIVELY CHARACTERIZED PROMOTIONAL INCENTIVES ON A COMPUTER NETWORK

PROCEDE ET SYSTEME PERMETTANT DE DISTRIBUER ET D'ECHANGER DES INCITATIONS PROMOTIONNELLES CARACTERISEES DE MANIERE DYNAMIQUE ET ADAPTATIVE SUR UN RESEAU

Patent Applicant/Assignee:

IQ COMMERCE CORPORATION,

Inventor(s):

MEYER Carl,

HOEBER Anthony N,

KAY Erik A,

BARTLETT Stephen W,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9946708 A1 19990916

Application: WO 99US4970 19990305 (PCT/WO US9904970)

Priority Application: US 9877630 19980311

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES

FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU

LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA

UG UZ VN YU ZW GH GM KE LS MW SD SL SZ UG ZW AM AZ BY KG KZ MD RU TJ TM

AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM

GA GN GW ML MR NE SN TD TG

Publication Language: English

Fulltext Word Count: 41062

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... also called "Terms" in some implementations) The terms and conditions, if any, that describe the **incentive** (e.g., buy one product at a regular price to get the **discount**, **buy another product** to get the **discount**, etc.). The Details are entered either via a separate window that pops up when the...

...Some of the details may be viewed by the member as part of displaying an **incentive** or by clicking on a link in the **incentive** artwork. The Details also includes the match criteria which includes one or more criteria that...

19/3,K/82 (Item 75 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00515354 **Image available**

**METHODS AND APPARATUS FOR INTELLIGENT SELECTION OF GOODS AND SERVICES IN
TELEPHONIC AND ELECTRONIC COMMERCE**

**METHODES RELATIVES A UNE SELECTION INTELLIGENTE DE BIENS ET DE SERVICES
POUR COMMERCE TELEPHONIQUE ET ELECTRONIQUE ET DISPOSITIF CORRESPONDANT**

Patent Applicant/Assignee:

KATZ Ronald A,

Inventor(s):

KATZ Ronald A,

WEST Gary L,

BARKER Thomas B,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9946706 A1 19990916

Application: WO 99US4179 19990226 (PCT/WO US9904179)

Priority Application: US 9838399 19980311

Designated States: CA JP AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT
SE

Publication Language: English

Fulltext Word Count: 25028

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... Yet another form of database information includes inventory data 3 3
6. In determining the **items** for **upsell**, the inventory database may be
consulted before, during, or after the **upsell** determination. The
upsell may **discount** the offering of a **product** which is unavailable
at that time. In another aspect, the system may yet still offer...

...be obtained from inventory and delivered to the 0 customer in a timely
manner, that **product** is not offered as an **upsell**.

Third party possession 338 databases may be utilized. A manufacturer may

19/3,K/83 (Item 76 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00479655 **Image available**

METHOD AND APPARATUS FOR GENERATING A COUPON

PROCEDE ET APPAREIL DE PRODUCTION D'UN BON DE REDUCTION

Patent Applicant/Assignee:

WALKER ASSET MANAGEMENT LIMITED PARTNERSHIP,

Inventor(s):

WALKER Jay S,

VAN LUCHENE Andrew S,

ALDERUCCI Dean,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9911007 A2 19990304

Application: WO 98US16985 19980817 (PCT/WO US9816985)

Priority Application: US 97920116 19970826; US 9876409 19980512

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES

FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD
MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ
VN YU ZW GH GM KE LS MW SD SZ UG ZW AM AZ BY KG KZ MD RU TJ TM AT BE CH
CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN GW
ML MR NE SN TD TG

Publication Language: English

Fulltext Word Count: 11160

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... determine an upsell price to be the amount of change due that customer.

Accordingly, the **upsell** price is based on the purchase. For example, a customer purchasing a first **item** for \$1.74 and tendering \$2.00 may be offered a second **item** in exchange for the \$0.26 change due. The **upsell** price, \$0.26, thus depends on the purchase price \$1

As also described in the above-cited parent application, one type of **upsell** that may be offered for change due is a voucher which is redeemable for a **product** or a **discount** thereon (hereinafter a "**coupon**"). The **coupon** may have a value to a customer which is greater than the value of the...

19/3,K/84 (Item 77 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00479654 **Image available**

METHOD AND SYSTEM FOR SELLING SUPPLEMENTAL PRODUCTS AT A POINT-OF-SALE
METHODE ET SYSTEME PERMETTANT DE VENDRE DES PRODUITS SUPPLEMENTAIRES AU
NIVEAU D'UN POINT DE VENTE

Patent Applicant/Assignee:

WALKER ASSET MANAGEMENT LIMITED PARTNERSHIP,

Inventor(s):

VAN LUCHENE Andrew S,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9911006 A2 19990304

Application: WO 98US17287 19980820 (PCT/WO US9817287)

Priority Application: US 97920116 19970826; US 9883689 19980521

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES

FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD

MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ

VN YU ZW GH GM KE LS MW SD SZ UG ZW AM AZ BY KG KZ MD RU TJ TM AT BE CH

CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN GW

ML MR NE SN TD TG

Publication Language: English

Fulltext Word Count: 9997

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... wherein any amount of round-up is converted to the service.

Other exemplary types of **upsells** include: fast food **items** ; related **products** (e.g batteries when an electronic device has been sold);

service contracts for particular products; **discount** or credit coupons for future purchases; and 'impulse purchase' items. It will be obvious to ...

19/3,K/85 (Item 78 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00452685

METHOD AND SYSTEM FOR PROCESSING SUPPLEMENTARY PRODUCT SALES AT A POINT-OF-SALE TERMINAL

PROCEDE ET SYSTEME DE TRAITEMENT DE VENTES DE PRODUITS SUPPLEMENTAIRES A UN TERMINAL DE POINT DE VENTE

Patent Applicant/Assignee:

WALKER ASSET MANAGEMENT LIMITED PARTNERSHIP,

Inventor(s):

WALKER Jay S,
VAN LUCHENE Andrew S,
JORASCH James A,
JINDAL Sanjay K,
ALDERUCCI Dean,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9843149 A2 19981001

Application: WO 98US5787 19980320 (PCT/WO US9805787)

Priority Application: US 97822709 19970321; US 97841791 19970505; US 97920116 19970826; US 9845386 19980320; US 9845036 19980320; US 9845347 19980320; US 9845518 19980320; US 9845084 19980320

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GE GH GM GW HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ VN YU ZW GH GM KE LS MW SD SZ UG ZW AM AZ BY KG KZ MD RU TJ TM AT BE CH DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN ML MR NE SN TD TG

Publication Language: English

Fulltext Word Count: 53218

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... of change he is due. An upsell, as defined therein and used herein, means a **product** (good or service) which is offered along with a purchase. Types of **upsells** include (i) an upgrade from a first **product** to a second **product** different from the first product, (ii) an additional 5 product, (iii) a voucher which is redeemable for a product or a **discount** thereon, and (iv) an entry in a sweepstakes, contest, lottery or other game. For example...a first product for \$1.74 and tendering \$2.00 may be offered a second **product** . perhaps at an attractively **discounted** price, in lieu of the \$0.26 change due. The **upsell** price, \$0.26, thus depends on the purchase price \$1.74; the **upsell** price is not fixed like most conventional prices for **items** .

As described in the aforementioned parent application, offering **upsells** in exchange for change due has significant advantages. For example, customers are typically adverse to...within the spirit and scope of the 1 5 appended claims.

As used herein, an " **upsell** " is a **product** (good or service) which is

offered along with a purchase and has a value approximately equal to a predetermined upsell price. Types of **upsells** which are described in detail herein include (i) an upgrade from a first **product** to a second product different from the first product, (ii) an additional product, (iii) a voucher which is redeemable for a product or a **discount** thereon, and (iv) an entry in a sweepstakes, contest, lottery or other game. Various other...is set to be equal to the rounded price (step II 86), and the second **upsell** is thereby accepted.

Besides **product** upgrades and additional **products**, another type of **upsell** is a voucher that is redeemable for a **product** or a **discount** thereon. Vouchers can be especially valuable to a seller because they attract customers back to...

...present purchase. In contrast, another type of voucher is a coupon redeemable for a certain **product**, regardless of the round-up amount of the present purchase.

Upon accepting the **upsell**, either the cashier presents a pre-printed **coupon** to the customer, or the POS terminal prints one for the customer. Printed vouchers may...until an upsell is accepted.

An entry 4068, corresponding to activity rates less than eight **transactions** per fifteenminute period, indicates that an **additional product** is to be offered during these (relatively low) activity rates. Additional product offers typically have change" **coupon** is to be offered during these activity rates. Typically, printing a **coupon** is quicker than offering an 1 0 additional product. A **coupon** offer thus has a higher offer speed, which is why a **coupon** is to be offered during periods of higher terminal activity. An entry 4072 indicates that...

19/3,K/86 (Item 79 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00440501 **Image available**

KNOWLEDGE MANAGEMENT SYSTEM AND METHOD

SYSTEME ET PROCEDE DE GESTION DES CONNAISSANCES

Patent Applicant/Assignee:

ELECTRONIC DATA SYSTEMS CORPORATION,

Inventor(s):

HAVENS Charnell T,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9830965 A1 19980716

Application: WO 97US13325 19970725 (PCT/WO US9713325)

Priority Application: US 97779267 19970106

Designated States: AU CA JP NZ AT BE CH DE DK ES FI FR GB GR IE IT LU MC NL PT SE

Publication Language: English

Fulltext Word Count: 8602

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... concerning knowledge item 8 submitted by submitter
12 within the organizational unit; values 70 that **scoring**
module 22 determines for knowledge **items** 8 submitted by
submitters 12 within the organizational unit according to

feedback information 2; **incentive** information 72 for the organizational unit, for example, accumulated incentive credits for the organizational unit...

Set	Items	Description
S1	7911362	BUYING OR BUY? ? OR SELL? ? OR SELLING OR TRANSACT? OR TRADING OR TRADE? ? SALE? ?
S2	17853	UPSELL? OR UP() (SELL? ? OR SELLING)
S3	9880975	SUPPLEMENTAL? OR ALTERNAT? OR REPLACE? OR ANOTHER OR ADDITIONAL OR MULTIPL? OR SPARE? OR UPGRADE? OR COMPLIMENT?
S4	14928543	PRODUCT? ? OR GOODS OR WARES OR ITEM? ?
S5	1379730	RANK? OR SCORE? OR SCORING
S6	8565995	OFFER? OR TENDER?
S7	1388206	DISCOUNT? OR INCENTIVE?
S8	3936787	AD OR ADVERT? OR COUPON OR PROMO? ? OR PROMOTION? ?
S9	5346	S2(25N)S4
S10	697	S9(15N) (S5 OR S7 OR S8)
S11	105	S10 NOT PY>1997
S12	76	RD (unique items)
S13	41154	S5(5N)S4
S14	1309	S13(15N) (S7 OR S8)
S15	75	S14(10N)S1
S16	246614	S3(1N)S4
S17	9767	S16(5N)S1
S18	449	S17(15N) (S7 OR S8)
S19	261	(S15 OR S18) NOT PY>1997
S20	224	RD (unique items)
S21	297	S20 OR S12
S22	251	S21 NOT PD=19970321:20000321
S23	251	S22 NOT PD=20000321:20030321
S24	251	RD (unique items)

? show file

File 9:Business & Industry(R) Jul/1994-2003/Nov 12
(c) 2003 Resp. DB Svcs.

File 15:ABI/Inform(R) 1971-2003/Nov 12
(c) 2003 ProQuest Info&Learning

File 16:Gale Group PROMT(R) 1990-2003/Nov 12
(c) 2003 The Gale Group

File 148:Gale Group Trade & Industry DB 1976-2003/Nov 13
(c)2003 The Gale Group

File 160:Gale Group PROMT(R) 1972-1989
(c) 1999 The Gale Group

File 275:Gale Group Computer DB(TM) 1983-2003/Nov 12
(c) 2003 The Gale Group

File 621:Gale Group New Prod.Annou.(R) 1985-2003/Nov 13
(c) 2003 The Gale Group

File 636:Gale Group Newsletter DB(TM) 1987-2003/Nov 12
(c) 2003 The Gale Group

24/3,K/1 (Item 1 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

1678176 Supplier Number: 01678176 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Infomercials attracting spots for other products
(MarketTVision, infomercial company, reporting success in attracting other
advertisers to place short ads within infomercials)
Advertising Age, v 67, n 49, p 10
December 02, 1996
DOCUMENT TYPE: Journal ISSN: 0001-8899 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 543

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...as a necessary expense; it builds brand, but it doesn't generate actual sales. REP **advertising** sets out to pay for itself."

Traditional infomercial marketers have taken similar approaches to **selling multiple products** within one program. However, the approach is used as a test to see which products...

24/3,K/2 (Item 2 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

1568744 Supplier Number: 01568744 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Fresh look at selling practices
(Prudential revamps life insurance selling practices after receiving record
fine; annualized new premiums in US have shown 6% drop since 1993)
Life Insurance International, n 83, p 2
July 1996
DOCUMENT TYPE: Newsletter ISSN: 0956-327X (Ireland)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 2207

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...said. "This would build trust between the agent and the consumer and he could then **buy more products** ."

Another alternative could be paying level commissions so the agent would lose the **incentive** to make large sales or replace the business. "This way the agent would be paid..."

24/3,K/3 (Item 3 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

1553846 Supplier Number: 01553846 (USE FORMAT 7 OR 9 FOR FULLTEXT)
The Maverick Of Internet Commerce
(First Virtual Holdings offers a secure payment system for Internet
commerce)
Financial Service ONLINE, p 15+
May 1996

DOCUMENT TYPE: Journal; Executive Overview (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 2824

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...his background in the TV infomercial business, in which consumers who buy the initial product **advertised** on a 30-minute infomercial program are often enticed through follow-up marketing to **buy additional**, related **products**. He foresees a similar **selling** scenario on the Internet.

E-Mail Marketing

With the First Virtual system, the VirtualPIN serves...

24/3,K/4 (Item 4 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

(c) 2003 Resp. DB Svcs. All rts. reserv.

1522257 Supplier Number: 01522257 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Most Like It Hot

(Nearly 60 of consumers surveyed would buy their dinner at a supermarket deli, if both entrees and side dishes were available)

Supermarket News, v 46, n 25, p 37+

June 17, 1996

DOCUMENT TYPE: Journal; Survey ISSN: 0039-5803 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1965

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...Nearly six in 10 respondents said they come to the deli because they planned to **buy items** there. **Another** 15.5% said **ad** circulars prompt them to go into the deli. A display could attract 14.4%, while...

24/3,K/5 (Item 5 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

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1315633 Supplier Number: 01315633 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Listening to the in-store ad song

(Some 70% of purchase decisions are now being made in-store vs 66% nine years ago, says study)

Advertising Age, v 66, n 43, p 34

October 23, 1995

DOCUMENT TYPE: Journal ISSN: 0001-8899 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 491

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...than 1%.

The study found the three categories most heavily influenced by point-of-purchase **advertising** in supermarkets, oddly enough, aren't

foods. POPAI's survey found first-aid **products** **rank** as the category with the highest in-store **buying** decision rate, 93%, up from 66% in the 1986 study.

Crafts -- a newly-ranked category...

24/3,K/6 (Item 6 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
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1228833 Supplier Number: 01228833

Shoppers Get Promotion ACTIVE

(More and more consumers are looking for product samples, coupons, sweepstakes, contests, and other promotion devices for their buying decisions)

Promo, v VIII, n 8, p 69+

July 1995

DOCUMENT TYPE: Journal ISSN: 1047-1707 (United States)

LANGUAGE: English RECORD TYPE: Abstract

ABSTRACT:

...checkout for a product that's not one of their typical brands and used the **coupon** to **buy** that **item** on **another** shopping trip. Sixty-nine percent of shoppers said they have bought specific brands because they...

24/3,K/7 (Item 7 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

1193078 Supplier Number: 01193078 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Meers steers Europe to IDG's global lineup

(IDG Marketing Services, a new pan-European sales/marketing unit of US-based publisher International Data Group, tries new promotional approach to Europe)

Advertising Age International Supplement, p I-23

May 15, 1995

DOCUMENT TYPE: Journal ISSN: 0001-8899 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 939

(USE FORMAT 7 OR 9 FOR FULLTEXT)

ABSTRACT:

...buy individual IDG titles with little awareness of the parent company. Meers' aim is to **sell** IDG as a company with **multiple products** to the pan-European marketing departments of the largest information technology companies and their **advertising** agencies. The new promotional approach--sans advertising--ranges from taking media buyers on ski trips...

TEXT:

...company. As president of the new European sales and marketing arm, his job is to **sell** IDG as a company with **multiple products** to the pan-European marketing departments of the largest information technology companies and their **ad** agencies.

"No one [in Europe] knows what IDG is," Mr. Meers said. "It's got..."

24/3,K/8 (Item 8 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

1182303 Supplier Number: 01182303

JUST BETWEEN US

(One-to-one marketing builds relationships with customers and is more of a strategic investment rather than a financial one)

Direct, v 7, n 5, p 83+

May 1995

DOCUMENT TYPE: Journal ISSN: 1046-4174 (United States)

LANGUAGE: English RECORD TYPE: Abstract

ABSTRACT:

...incorporated with a new Windows-based software for the DOS program. This will allow packaged- **goods** producers to create a range of targeted **promotions**, including cross-selling, **upselling** and counter-selling their **products**. One Touch Group (San Francisco) has installed I-Station music kiosks in numerous stores. This...

24/3,K/9 (Item 9 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

1175525 Supplier Number: 01175525 (USE FORMAT 7 OR 9 FOR FULLTEXT)

UK Company News: Cost of putting a house in order - Neil Buckley on how House of Fraser has fared since its float

(Since its float, House of Fraser's pre-tax profits for first year fell from UKPd34.5 mil to UKPd28 mil, despite an overall 4% increase in sales)

Financial Times London Edition, p 11

April 22, 1995

DOCUMENT TYPE: Business Newspaper ISSN: 0307-1766 (United Kingdom)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 523

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...but results in stock having to be marked down to clear. So does closing departments. **Selling** a higher proportion of branded **goods** - **another** policy decision - rather than own-label products, also affects margins, as does offering **incentives** to sign up for the group's storecard.

What could not be foreseen was the...

24/3,K/10 (Item 1 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)
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01493232 01-44220

A race without a finish line

Holt, Kathryn N; Kelly, Mary L

LIMRA's MarketFacts v16n1 PP: 13-14 Jan/Feb 1997

ISSN: 0889-0986 JRNL CODE: MKF

WORD COUNT: 1420

...TEXT: times as much money obtaining a new customer as they do retaining existing ones.

Another **incentive** for maintaining satisfied customers is that they may become repeat buyers. It's easier to **sell** an **additional product** to an already-satisfied customer than it is to sell a first product to a...

24/3,K/11 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01354377 00-05364

The Web: It's becoming a safer place to shop

Pappas, Lorna

Chain Store Age v73n1 PP: 122-128 Jan 1997

ISSN: 0193-1199 JRNL CODE: CSA

WORD COUNT: 1023

...TEXT: of SET now available. Merchant Server also provides several features beyond security, such as the **Promotions** Manager module, which allows retailers to test **product promotions** on line. Essentially a scratch pad for creating cross sells, **up sells** and other **promotions**, the module allows retailers to conduct tests on any given sku at no incremental cost...

24/3,K/12 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01337713 99-87109

NASD proposes fund comp. disclosure changes

Friedman, Amy S

National Underwriter (Life/Health/Financial Services) v100n50 PP: 20 Dec 9, 1996

ISSN: 0893-8202 JRNL CODE: NUD

WORD COUNT: 477

...TEXT: such services to the offeror.

"The SEC was concerned about anything, such as contests and **incentive** competitions, that would motivate a registered rep to **sell** one sponsor's **product** over **another** 's," according to one industry executive. The notice, too, specifically states that no member firm...

24/3,K/13 (Item 4 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

01302135 99-51531

The fax of marketing

Oberndorf, Shannon

Catalog Age v13n10 PP: 14 Oct 1, 1996

ISSN: 0740-3119 JRNL CODE: CTA

WORD COUNT: 514

...TEXT: as a substitute for outbound telemarketing by sending customers faxes about one-day specials, new **products** and **discounts** of overstocked **items**. These faxes also give catalogers increased opportunities to cross-sell, **upsell** and even eliminate excess inventory.

Fax-back marketing hasn't replaced the primary customer use...

24/3,K/14 (Item 5 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

01201703 98-51098

Dealer incentive strategy guide

Davis, Suzanne

Incentive v170n4 PP: 31-38 Apr 1996

ISSN: 1042-5195 JRNL CODE: IMK

WORD COUNT: 2811

...TEXT: line is that they weaned the dealers off cash and got them excited about the **product** ."

Another program option is the **buy** -in. Used mostly for travel **incentives** , buyins allow people who don't reach the goal to pay a portion of the...

24/3,K/15 (Item 6 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01168034 98-17429

USAA: Stealth bank or "bank" of the future?

Cocheo, Steve

ABA Banking Journal v88n2 PP: 43-48 Feb 1996

ISSN: 0194-5947 JRNL CODE: BNK

WORD COUNT: 1848

...TEXT: Another facet of this member-first philosophy is seen in the thrift's resistance to **incentive** compensation-management never wants staff to be swayed by the opportunity to make more by **selling** one **product** over **another** . Again, this is a corporate-wide attitude.

Keeping up in cards

As the statistics cited...

24/3,K/16 (Item 7 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01164528 98-13923

Folio: Plus

Anonymous

Folio: The Magazine for Magazine Management v25n3 PP: 9-10 Mar 1, 1996

ISSN: 0046-4333 JRNL CODE: FOL

WORD COUNT: 1666

...TEXT: read."

* Sell products psychographically suited to your readers

According to Diane Brady, vice president of **advertising** at Newfield

Publications, many magazines are doing a little business **selling** customers **additional products**, not many are doing enough of it, and only a few are really doing it...

24/3,K/17 (Item 8 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01136542 97-85936

Zach attack

Lucas, Allison

Sales & Marketing Management v147n12 PP: 46-50 Dec 1995

ISSN: 0163-7517 JRNL CODE: SAL

WORD COUNT: 2649

...TEXT: marketing structure, Nelson has taken the first steps to integrating products, from product launch to **advertising**. "You must have total solutions marketing--executing the ability to **sell multiple products** at one time," says Nelson. For example, Mendelson's area, database warehousing, draws from several...

24/3,K/18 (Item 9 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01129892 97-79286

Orange creates phone card and signs up Virgin

Anonymous

Marketing PP: 3 Nov 16, 1995

ISSN: 0025-3650 JRNL CODE: MAR

WORD COUNT: 153

...TEXT: The Hutchison Telecom phone service is launching Horizons, a loyalty card for customers, which gives **discounts** on **goods** bought over the phone.

Wine retailer Bordeaux Direct, Brevis Travel and Penguin UK have signed up, **selling** cut-price **goods** on Orange phone lines.

In addition, Orange has signed a three-year deal with Virgin...

24/3,K/19 (Item 10 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01068410 97-17804

Franchise gold

Phillips, Kent

Beverage World v114n1595 PP: 128 Jul 1995

ISSN: 0098-2318 JRNL CODE: BEV

WORD COUNT: 862

...TEXT: your window--it is your marketplace--and your marketplace

* is filled with consumers purchasing your **products** ;

* contains **multiple** channels through which you **sell** the consumer;

- * is where you realize your biggest, single expense-- **discounting** ;
- * is filled with retailers that love to sell your products for the highest profit;
- * still...

24/3,K/20 (Item 11 from file: 15)
 DIALOG(R)File 15:ABI/Inform(R)
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01065863 97-15257

Fine-tuning upsell technique

Miller, Paul
 Catalog Age v12n7 PP: 61 Jul 1995
 ISSN: 0740-3119 JRNL CODE: CTA
 WORD COUNT: 576

...ABSTRACT: the practice of telephone upselling is not becoming any easier to negotiate. Two forms of **upselling** work for most markets, says Ken Canaway of DM Management. With coordinate selling or cross-selling, order-takers can offer **items** that go with the **item** a customer has just requested. With daily specials on excess inventory, telemarketers offer "today-only" **discounts** on particular items.

...TEXT: a customer has just requested. With "daily specials" on excess inventory, telemarketers offer "today-only" **discounts** on selected **items**

To help their telemarketers with either form of **upselling**, DM Management and other catalogers also have a mechanized system in which their computer screens prompt CSRs with appropriate **products**. In DM Management's case, for example, "the computer determines [excess] inventory at the end...

24/3,K/21 (Item 12 from file: 15)
 DIALOG(R)File 15:ABI/Inform(R)
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01050694 97-00088

Movers and shakers: "Bring fun to retail"

Wilensky, Dawn
 Discount Store News v34n12 PP: 38-43+ Jun 19, 1995
 ISSN: 0012-3587 JRNL CODE: DSN
 WORD COUNT: 2797

...TEXT: plan an event around a pre-determined date. It also allows retailers to create other **promotions** for **upselling products** for that lead **product**."

Postal (Turner): "The program that we have developed with World Championship Wrestling illustrates the efficacy...

24/3,K/22 (Item 13 from file: 15)
 DIALOG(R)File 15:ABI/Inform(R)
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00986287 96-35680

Surviving a system conversion

Kuipers, William

Catalog Age v12n3 PP: 67-72 Mar 1995

ISSN: 0740-3119 JRNL CODE: CTA

WORD COUNT: 2189

...TEXT: once. We have seen too many companies end up making two or three passes at **product** and source code set up just because they decided to add information on such fields as **upsell** information, **product** category or **advertising** cost. Develop master setup sheets that should be used for all **products** , **promotion** codes, etc. Review your plan with the vendor to make sure you are making optimum...

24/3,K/23 (Item 14 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00944922 95-94314

Go your own way

Korn, Irene

Incentive v168n11 PP: 115-124 Nov 1994

ISSN: 1042-5195 JRNL CODE: IMK

WORD COUNT: 2208

...TEXT: The first part involves determining if the program met the company's objectives for the **incentive** : Did you **sell** the **additional products** ? Enhance the company's safety record? Reduce the number of complaints?

The second part involves...

24/3,K/24 (Item 15 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00944906 95-94298

New directions in supermarkets

Boyd, Malia

Incentive v168n11 PP: 41-45 Nov 1994

ISSN: 1042-5195 JRNL CODE: IMK

WORD COUNT: 1974

...TEXT: they buy a case of Pepsi, they might be able to choose a cents-off **coupon** for **another** Pepsi **product** to **buy** on their next trip to the store.

The programs for the Vision Value Club can...

24/3,K/25 (Item 16 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00902572 95-51964

The critical link to Cyanamid's success: What's next?

Wegener, Al

Agri Marketing v32n8 PP: 38-41 Sep 1994

ISSN: 0002-1180 JRNL CODE: AGI

WORD COUNT: 1534

...TEXT: The reward is a kicker, called the APEX multiplier, offered on top of the normal **incentives** for **selling** Cyanamid **products** . The **multiplier** formula calculates dealers' investments in these additional services and actions.

LOTS OF TECHNICAL HELP. Another...

24/3,K/26 (Item 17 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00884729 95-34121

Variety is the spice

Mummert, Hallie

Target Marketing v17n7 PP: 10-11 Jul 1994

ISSN: 0889-5333 JRNL CODE: ZIR

WORD COUNT: 735

...TEXT: most recent developments in alternate media is a cooperative program created to bring in outside **advertising** revenue, while giving Time Life's various **product** groups **another** avenue to cross- **sell** within the housefile.

Represented by Media Syndication Group and Alternative Media Group, the Multi Mail...

24/3,K/27 (Item 18 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00879565 95-28957

It wasn't a Blockbuster promotion

Eisman, Regina

Incentive v168n6 PP: 12 Jun 1994

ISSN: 1042-5195 JRNL CODE: IMK

WORD COUNT: 375

...ABSTRACT: had to buy to qualify for a rebate on videos. The lawsuit contends that the **advertised** final value was wrong because in order to get the rebate, the consumer had to **buy** an **additional** **product** .

24/3,K/28 (Item 19 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00871241 95-20633

The price is right

Calvin, Robert J

Small Business Reports v19n6 PP: 9-13 Jun 1994

ISSN: 0164-5382 JRNL CODE: SBR

WORD COUNT: 1663

...TEXT: they're businesses struggling to break even and consumers who buy strictly on price from **discount** stores. Laggards are businesses that are losing money and consumers who **buy** used **items** and **replacements** parts

from resale shops.

COSTS AND MARGINS. Once you have determined a price based on...

24/3,K/29 (Item 20 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00856512 95-05904
High touch plus high tech
Caudron, Shari
Industry Week v243n9 PP: 21-26 May 2, 1994
ISSN: 0039-0895 JRNL CODE: IW
WORD COUNT: 1943

...ABSTRACT: for use at trade shows that serves as a directory to all of its major **product** categories. **Another selling** situation in which software **advertising** is effective is generating leads through the mail. Ford Motor Co. has mailed diskettes that...

24/3,K/30 (Item 21 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00850050 94-99442
Great numbers in safety
Minkoff, Jerry
Discount Merchandiser v34n2 PP: 40-42+ Feb 1994
ISSN: 0012-3579 JRNL CODE: DMD
WORD COUNT: 1567

...TEXT: in buying a safety product, they tend to be in the frame of mind to **buy multiple safety products**," Timmons says.

SAFETY PROMOTION

First Alert's promotional program this year is organized under the trademarked heading "Home Safe..."

24/3,K/31 (Item 22 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00838579 94-87971
Some simple tests: Is your advertising good or great?
Morgan, Brad
Brandweek v35n13 PP: 18 Mar 28, 1994
ISSN: 1064-4318 JRNL CODE: IADW

...ABSTRACT: commercials from the 1950s show that many of them do far better than the average **ad** today in giving a reason to **buy the product**. **Another** test of great **advertising** is whether or not the story in a commercial is as compelling as possible. Staying...

24/3,K/32 (Item 23 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

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00806506 94-55898

Much ado about food

Pellet, Jennifer

Discount Merchandiser v33n11 PP: 82-85+ Nov 1993

ISSN: 0012-3579 JRNL CODE: DMD

WORD COUNT: 1734

...TEXT: the 1990s face formidable new direct competitors in the form of warehouse club stores, deep **discount** drug stores, and mass merchants **selling** grocery **items** ." Dubbed " **alternative** retail formats" by the FMI, those three retail categories together saw their total grocery product ...

24/3,K/33 (Item 24 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00796279 94-45671

The counselor selling method: Concepts and constructs

DeCormier, Ray A; Jobber, David

Journal of Personal Selling & Sales Management v13n4 PP: 39-59 Fall 1993

ISSN: 0885-3134 JRNL CODE: JPN

WORD COUNT: 8500

...TEXT: the experimental setting. Some students complained that their performance was affected because they were not **selling** a legitimate **product** . Another limitation was the nature of the **incentive** : the prize was given to the winner of each group, the rest received no financial ...

24/3,K/34 (Item 25 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00789624 94-39016

Software review: Mail Order Wizard

Barry, Curt

Catalog Age v10n12 PP: 86-87 Dec 1993

ISSN: 0740-3119 JRNL CODE: CTA

WORD COUNT: 1478

...TEXT: numbers of ship-to addresses.

After the order-taker has entered the phone number and **ad** code, and selected methods for payment and shipping, a second screen prompts entry of the **product** (s) being ordered. When an **item** number is entered, its description, price and inventory availability are automatically brought up on one line. **Up - sell** and cross-sell can be encouraged with a feature that tags additional **products** to the **item** ordered. The Wizard offers order-entry staff four different levels of pricing (retail, wholesale, distributor...

24/3,K/35 (Item 26 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00787198 94-36590

Making allowances

Dowling, Melissa

Catalog Age v10n11 PP: 145-151 Nov 1993

ISSN: 0740-3119 JRNL CODE: CTA

WORD COUNT: 1516

...TEXT: the cataloger charges \$12 per thousand copies mailed for a full catalog page. If Power Up sells through the product, "we've covered our advertising costs, and the vendor is paying nearly a third of what it would pay to..."

24/3,K/36 (Item 27 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00749615 93-98836

Facing the fulfillment factor

Cobb, Robin

Marketing PP: 24-25 Aug 12, 1993

ISSN: 0025-3650 JRNL CODE: MAR

WORD COUNT: 761

...TEXT: the data obtained to learn more about their customers. "You can range-sell your other products, you can up - sell, you can offer targeted incentives," he urged.

And as PHA chairman Richard Lewis pointed out, fulfillment is just one aspect...

24/3,K/37 (Item 28 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00749078 93-98299

Competition, technology, demand drive sales of mattress overlays

Braly, Damon; Boney, Brian

Health Industry Today v56n7 PP: 1, 14+ Jul 1993

ISSN: 0745-4678 JRNL CODE: HIT

WORD COUNT: 2466

...TEXT: give overlays to hospitals for testing. Approximately 80% of the hospitals receiving a free overlay buy the product and additional overlays.

Gaymar also attends trade shows and places advertisements in journals, such as the Journal of ET Nursing. Annual trade shows attended by Gaymar...

24/3,K/38 (Item 29 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00742342 93-91563

Drop-shipping has a hidden charm

Poirier, Mark

Catalog Age v10n8 PP: 5, 44 Aug 1993

ISSN: 0740-3119 JRNL CODE: CTA
WORD COUNT: 737

...TEXT: a number of catalogers aren't seeing significant cost savings. Ann Mayea, circulation manager for **alternative** energy **products** cataloger Real Goods **Trading** Corp., says she's "pretty disappointed with the **discounts** ." Most of Real Goods' customers and prospects are on the East and West Coasts, but...

24/3,K/39 (Item 30 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00741235 93-90456
Strategy and tactics: Marketing leisure facilities
Dibb, Sally; Simkin, Lyndon
Service Industries Journal v13n3 PP: 110-124 Jul 1993
ISSN: 0264-2609 JRNL CODE: SIJ
WORD COUNT: 4471

...TEXT: sales profiles. There is no real depth to the understanding of consumers in terms of **buying** behaviour, information search Murray 1991!, attitudes and competitor **ranking** . **Product** enhancements, **promotion** and positioning tend to be intuitively centred rather than determined on the basis of formal...

24/3,K/40 (Item 31 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00739932 93-89153
Free upgrade package includes roadblocks as a bonus
Foster, Ed
InfoWorld v15n29 PP: 51 Jul 19, 1993
ISSN: 0199-6649 JRNL CODE: IFW
WORD COUNT: 792

...TEXT: thing as a free lunch may apply to software giveaways as well.

A common sales **promotion** tactic these days is to offer customers who **buy** new **products** or **upgrades** some type of free software. Generally, that ought to be a fine way for vendors...

24/3,K/41 (Item 32 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00728021 93-77242
PC System Sets New Standard
Schell, Ernest H.
Catalog Age v9n8 PP: 75-77 Aug 1992
ISSN: 0740-3119 JRNL CODE: CTA
WORD COUNT: 1343

...TEXT: as ordered-by, bill-to, or ship-to names. You can do cross-selling and **upselling** by customer type or **promotion** .

Inventory is managed on three levels: "Catalog **Items** ," which organize SKUs by size, color and style; "SKUs," which describe the actual items; and ... by bill-of-materials, prices at catalog level/SKU level/ single-bin level, bin list, **discount** eligibility flag, prices (up to eight breaks)/ **discounts** /shipping charges based on quantity/ **item** /customer type/ **promotion** / **product** sizes, codes for category/class/sub-class/tax class, component assembly, serialized inventory, purchase order and receiving routines, cross-sell/ **upsell** by customer type or **promotion** , purchasing lead times, shelf-life, shipping charge exemption flag, charges for personalization/assembly/gift wrap...

24/3,K/42 (Item 33 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00725041 93-74262
Ultimate Flexibility - At a Price
Schell, Ernest H.
Catalog Age v9n4 PP: 99-104 Apr 1992
ISSN: 0740-3119 JRNL CODE: CTA
WORD COUNT: 1345

...TEXT: Unlimited ship-to/gift-to recipients, unlimited demographics, unlimited comments (free-form and predefined), multiple **item** -search methods, variable **upsell** prompting, set/variable set/personalization controls, pricing/cross-reference by **promotion** , automatic credit card authorization, flexible postage/handling options with estimating capability, multilevel sales taxes.

Customer...

24/3,K/43 (Item 34 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00705552 93-54773
Everyday excellence at Premier Bancorp
Pittman, Glenis
Bank Marketing v25n4 PP: 10-16 Apr 1993
ISSN: 0888-3149 JRNL CODE: BNM
WORD COUNT: 4195

...TEXT: the other 50 percent comes from service performance. On the sales side, we do have **incentives** . We pay people what amounts to small commissions for **selling products** and services.

We **rank** all 52 departments in terms of their ability to satisfy their customers, and we publish...

24/3,K/44 (Item 35 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00677358 93-26579
Risk-based pricing
Peters, Rich
Credit World v81n4 PP: 14-17 Mar/Apr 1993

ISSN: 0011-1074 JRNL CODE: CW
WORD COUNT: 1745

...TEXT: a few.

Cross-sell initiatives take on many of the same risk-based strategies as **product upsell**. Once low-risk customers are identified using behavior **scorecards** and generic credit bureau **scorecards**, alternative **products** can be offered to the customer that provide additional utility. Bankcard customers can be given...

24/3,K/45 (Item 36 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00627007 92-42109
FaxWorks Feedback: Serious Doubts About Media-Buying Services
Woodland, Stan; De Palma, Gloria
Medical Marketing & Media v27n7 PP: 42-47 Jul 1992
ISSN: 0025-7354 JRNL CODE: MMM
WORD COUNT: 3582

...TEXT: this means product managers must be willing to have their media departments evaluate alternative media **buys**, and **multiple product** groups will need to cooperate to achieve **incentives** or to identify business opportunities at the company level. That decision, ultimately, rests with the...

24/3,K/46 (Item 37 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00612891 92-27994
Incentives in Times Like These
Szathmary, Richard
Sales & Marketing Management v144n4 PP: 98-108 Apr 1992
ISSN: 0163-7517 JRNL CODE: SAL
WORD COUNT: 2477

...TEXT: of a universe of about 10,000 distributors that signed up to participate in Operation **Upsell**, we had about 3,500 claim something during the program, notes Ayers. That amounted, in turn, to some 10,702 individual **incentive items** awarded to distributor salespeople all across the country.

"We were very pleased," Ayers concludes. "We..."

24/3,K/47 (Item 38 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00597239 92-12412
New Fuel Choices Change Coal Handling and Storage Rules (Part 2)
Rittenhouse, R. C.
Power Engineering v96n2 PP: 39-42 Feb 1992
ISSN: 0032-5961 JRNL CODE: PEG
WORD COUNT: 3583

...TEXT: prevent moisture from getting back into the pores of the coal. If an upgraded low- **rank** coal **product** comes available for \$5-\$15/ton, there might be **incentive** to **buy** it, because over a long distance transport, one could save \$5-\$8/ton in reduced...

24/3,K/48 (Item 39 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00596951 92-12124

Secret Agent, Your Assignment . . . Sell More Upgrade Lamps!

Eisenhart, Tom

Business Marketing v77n2 PP: T1-T2 Feb 1992

ISSN: 0745-5933 JRNL CODE: IMR

ABSTRACT: A 1991 Incentive Showcase Award from the Association of **Incentive** Marketing was given to General Electric (GE) for its year-long **incentive** program, Operation **Upsell**. The program resulted in a 20% increase in sales for GE's highly profitable upgrade lamps, despite an overall flat market for lighting **products** in 1990, says Wayne Ayers, manager of communications for GE's commercial and industrial lamps...

24/3,K/49 (Item 40 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00578746 91-53093

Safe Harbor Threatens Bundling

Johnson, Donald E. L.

Health Industry Today v54n10 PP: 1, 14 Oct 1991

ISSN: 0745-4678 JRNL CODE: HIT

...ABSTRACT: Harbor regulations, a number things are becoming increasingly clear, including: 1. Vendors cannot use a **discount** on one product to **sell** **another** **product**. 2. The bundling of vastly unrelated products and services is illegal. 3. Both providers and...

24/3,K/50 (Item 41 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00576145 91-50492

Safe Harbor May Mean Rough Waters for Hospital Contracts

Johnson, Donald E. L.

Hospital Materials Management v16n10 PP: 1, 11 Oct 1991

JRNL CODE: HMA

WORD COUNT: 1288

...TEXT: case-by-case basis, it is becoming increasingly clear that:

* Vendors can't use a **discount** on one product, say sutures, to **sell** **another** **product**, say surgical instruments.

* Bundling of vastly unrelated products and services, including such add-ons as...

24/3,K/51 (Item 42 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00555201 91-29558

Sophisticated Spirits

Bellamy, Gail

Restaurant Hospitality v75n6 PP: 173-175 Jun 1991

ISSN: 0147-9989 JRNL CODE: RHP

WORD COUNT: 752

...TEXT: as well as with cheese and fruit. Staff training, Samuel says, is essential to the **promotion** effort for their ports and aperitifs.

Samuel sums up the secret of **up - selling** when he speaks of the highly specialized tasting he conducts for the staff at The Dining Room. "I can bring a **product** in, but if the staff doesn't know about it, it sits on the shelf...

24/3,K/52 (Item 43 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00554670 91-29027

The 1991 Guide: A Galaxy of Software Developing Programs for Desktop List Analysis Selecting the Right Software System

Wojtas, Gary W.; Schell, Ernest H.; Kuipers, Bill

Direct Marketing v54n2 PP: 19-34 Jun 1991

ISSN: 0012-3188 JRNL CODE: DIM

WORD COUNT: 11686

...TEXT: order processing cycle, from entry through fulfillment. Program expedites order procedures, from credit verification to **product** availability and shipping instructions, and helps **upsell** other **products**. Interactive on-line order processing increases accuracy. Helps track the success of **promotions**, dollar volumes and customer responses. The software will also evaluate advertising space profitability.

Specs: Runs...

24/3,K/53 (Item 44 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00549780 91-24137

Disney Plans Global Expansion of Its Stores

Miller, Cyndee

Marketing News v25n10 PP: 1, 22 May 13, 1991

ISSN: 0025-3790 JRNL CODE: MNW

WORD COUNT: 1138

...ABSTRACT: is putting the Disney mystique at risk. How the expansion will affect other retailers that **sell** licensed Disney **goods** is another issue. Debbie Bohnett, manager of marketing and **promotions** for Disney Store Inc., says that the company is very aware of the dangers of...

24/3,K/54 (Item 45 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00484038 90-09795

Travel Is Up Despite Sales Decline

Anonymous

Sales & Marketing Management v142n1 PP: 72, 75 Jan 1990

ISSN: 0163-7517 JRNL CODE: SAL

...ABSTRACT: of the sales gained, compared with 8% in 1988. While the ultimate goal of most **promotion** is to **sell** more **goods** or services, the 2nd- **ranked** goal is to improve morale and goodwill.

24/3,K/55 (Item 46 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00482440 90-08197

Dealer Incentives: Achieving Sell-Through

Penzer, Erika

Incentive v164n1 PP: 38-39 Jan 1990

ISSN: 1042-5195 JRNL CODE: IMK

...ABSTRACT: through. For example, many office products manufacturers follow a dealer-stockpiling program with a consumer **promotion** in an effort to move **product**. **Another** way to encourage **sell** -through is to reward dealers on the basis of actual sales rather than purchases. Such...

24/3,K/56 (Item 47 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00478563 90-04320

Platform Automation: Quality Earnings from Quality Service

Metzger, Robert O.

Financial Managers' Statement v11n6 PP: 34-35 Nov/Dec 1989

ISSN: 0887-4808 JRNL CODE: QST

...ABSTRACT: Platform automation also provides the ability to evaluate customer's accounts, analyze service needs, cross- **sell** **additional products**, price deposit products, and target specific products or services for **promotion**. The biggest drawback is the investment needed in training. ...

24/3,K/57 (Item 48 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00475300 90-01057

What Are Some of the Opportunities in Cross Selling?

Retzloff, Cheryl D.

LIMRA's MarketFacts v8n8 PP: 11-12, 15 Nov/Dec 1989

ISSN: 0889-0986 JRNL CODE: MKF

...ABSTRACT: cross sales. To encourage customers to buy from them, agents can emphasize the convenience of **buying multiple products** through one

source, and companies can offer **discounts** to clients who do this. ...

24/3,K/58 (Item 49 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00470338 89-42125

How to Sell Information in the "Information Age"

Bly, Robert W.

Direct Marketing v52n6 PP: 84-85 Oct 1989

ISSN: 0012-3188 JRNL CODE: DIM

...ABSTRACT: on this subject. While the first sale can be profitable, the real money comes from **selling** a related line of **additional** information **products** to repeat customers. Before mass mailings, the concept should be tested with classified **advertisements** seeking inquiries, not orders. When an order is placed, a bounce-back catalog describing other...

24/3,K/59 (Item 50 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00465819 89-37606

Think Twice Before You Merge/Purge

Haire, Ann

Folio: The Magazine for Magazine Management v18n10 PP: 201-202 Oct 1989

ISSN: 0046-4333 JRNL CODE: FOL

...ABSTRACT: well known and have excellent reputations in the industry, they do not require elaborate new **promotion** pieces to **sell** the editorial **products**. **Another** very important factor is the new **promotion** offer relative to the basic subscription price and renewal promotion offers; if new promotion efforts...

24/3,K/60 (Item 51 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00453225 89-25012

Direct Marketing: Media Choice

Simpson, Rachel

Marketing PP: 45 Jun 15, 1989

ISSN: 0025-3650 JRNL CODE: MAR

...ABSTRACT: marketing and insert advertising markets, selling its research to agencies and media owners. Companies can **buy** information broken down by **rankings** of **products** or service types, month by month analysis, or rankings of titles. This allows the **advertiser** access to detailed information about competitor's activities. Some argue that agencies such as Nationwide...

24/3,K/61 (Item 52 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00435751 89-07538

Product Glut Sparks Struggle for Shelf Space Small Companies Protest Slotting Allowances

Hapoienu, Spencer L.

Marketing News v23n2 PP: 2, 6 Jan 16, 1989

ISSN: 0025-3790 JRNL CODE: MNW

...ABSTRACT: billion on brand promotions, only 1/3 of that amount reaches the consumer as price **discounts**. Retailers have no way of knowing how quickly a new product will **sell** in comparison to the **product** it **replaces** on the shelf. The competition for space is advanced by scanner technology, which improves self...

24/3,K/62 (Item 53 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00354247 87-13081

Magazines: Industry Racks Up New Ideas to Build Circulation

Erickson, Julie Liesse

Advertising Age v58n10 PP: S1, S20 Mar 9, 1987

ISSN: 0001-8899 JRNL CODE: ADA

...ABSTRACT: level. The preliminary results of a Magazine Publishers Association study show that at supermarkets, magazines **rank** among the most profitable **products** in direct product profit. Retail **promotions**, such as couponing and **buy** -one, get-one-free tests, may help increase newsstand purchases. ...

24/3,K/63 (Item 54 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00332059 86-32473

100 Leading National Advertisers: Batus Industries/Bayer AG/Beatrice Cos.

Anonymous

Advertising Age v57n47 PP: 30-36 Sep 4, 1986

ISSN: 0001-8899 JRNL CODE: ADA

...ABSTRACT: the Bayer trademark. In order to reduce corporate debt, Beatrice Cos. (Chicago, Illinois) continues to **sell** units, the latest being its personal **products** division. Beatrice **ranked** 6th among top US **advertisers** for 1985. ...

24/3,K/64 (Item 55 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00283784 85-24218

Tooting Their Own Horns - Software Marketing Reaches Crescendo

Rae, Sharon Gamble

ICP Business Software Review v4n4 PP: 76-78 Jun/Jul 1985

ISSN: 0744-2602 JRNL CODE: ISB

ABSTRACT: In order to take advantage of highly effective mass-marketing approaches, particularly image **selling**, some software vendors have employed marketing professionals from the **ranks** of consumer **goods** companies. However, **advertising** and **promotion** alone do not always

result in high returns, since software packages are typically bought only ...

24/3,K/65 (Item 56 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00219272 83-30833

Business-to-Business Payments: Verging on a Breakthrough?

Stacey, Helen

Economic Review (Federal Reserve Bank of Atlanta) v68n10 PP: 52-63 Oct 1983

JRNL CODE: ECR

...ABSTRACT: impact the paper-based payments system. An analysis is conducted of trade payments, which are **transactions** in which one corporation pays **another** for **goods** provided or services rendered. Results indicate that competition will provide **incentive** for the development of extremely refined electronic payments systems, which will heighten the efficiency of...

24/3,K/66 (Item 57 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00077370 78-11701

Retail Cashier Accuracy: Misrings and Some Factors Related to Them

Zabriskie, Noel B.; Welch, Joe L.

Journal of Retailing v54n1 PP: 43-50 Spring 1978

ISSN: 0023-4359 JRNL CODE: JRL

...ABSTRACT: bother to check their receipts to ensure that they have been correctly charged when a **transaction** involves **multiple items**. This critical but neglected issue is the focal point of a study involving grocery, **discount**, and department stores. A significant number of errors were found, and the related factors were...

24/3,K/67 (Item 58 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00040257 76-06061

AN EXPERIMENT IN BRAND CHOICE

CHARLTON, P.; EHRENBERG, A. S. C.

JOURNAL OF MARKETING RESEARCH V13 N2 PP: 152-159 MAY 1976

ISSN: 0022-2437 JRNL CODE: JMR

...ABSTRACT: PANELS. SPECIFICALLY EXAMINED WERE THE EFFECTS OF PRICE DIFFERENTIALS, OUT-OF-STOCK CONDITION, PROMOTIONAL EFFORTS, **ADVERTISING**, BRAND DIFFERENTIATION AND THE INTRODUCTION OF A NEW- **PRODUCT**. AN **ADDITIONAL** CONCLUSION WAS THAT SEMI-ARTIFICIAL **BUYING** CIRCUMSTANCES CLOSELY RESEMBLE REAL LIFE BEHAVIOR. RECENTLY IN THE UNITED KINGDOM, 158 HOUSEWIVES WERE GIVEN...

24/3,K/68 (Item 59 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00015009 74-03668

TOP COPYWRITERS GIVE TIPS ON PREPARING, WRITING COPY

CAPLES, JOHN

DIRECT MARKETING V36 N11 PP: 86-87 MAR 1974

ISSN: 0012-3188 JRNL CODE: DIM

...ABSTRACT: TOP COPYWRITERS UNCOVERED A VARIETY OF APPROACHES TO SELLING A PRODUCT OR SERVICE IN AN **AD**. IN THE AREA OF RESEARCH, ONE WRITER DECIDES WHAT WOULD MAKE HIM **BUY** A **PRODUCT**. **ANOTHER** WRITER GETS OTHER PEOPLE TO TALK ABOUT A PRODUCT HE'S WORKING ON. STILL ANOTHER...

24/3,K/69 (Item 1 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

04756780 Supplier Number: 47000353 (USE FORMAT 7 FOR FULLTEXT)

Enhancing DRTV Offers with Video

Major, Michael J.

Response TV, p42

Jan, 1997

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 2440

... offering an instructional video, especially with a celebrity, can be considered a part of the **promotion**.

Upsell: This isn't always feasible. If you're selling a **product** costing hundreds or even thousands of dollars, and you are taking the order over the...

24/3,K/70 (Item 2 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

04733626 Supplier Number: 46968390 (USE FORMAT 7 FOR FULLTEXT)

TRISTAR CORPORATION Announces Results for Fiscal 1996 and the Conversion of Debt to Equity by Majority Shareholder.

Business Wire, p12131049

Dec 13, 1996

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 1162

... 1) costs associated with the development of the channels of distribution for the Designer Classic **Alternatives** ("DCA") **product** line, (2) **selling** excess and slow moving inventories at **discounted** prices and writing down certain existing inventories to market, (3) increased SG&A expenses to...

24/3,K/71 (Item 3 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

04719259 Supplier Number: 46947959 (USE FORMAT 7 FOR FULLTEXT)

KODAK TO MARKET ixlaPhoto WORLDWIDE.

Business Wire, p12051175
Dec 5, 1996
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 374

... 1997 for their cameras and ISRs ixlaPhoto. We are confident that Kodak can deliver the **product** and provide effective **advertising** and distribution".

Kodak and ISR have developed a distribution, **upsell** and revenue sharing strategy. ISR will provide a master copy of a version of ixlaPhoto ...

24/3,K/72 (Item 4 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

04710017 Supplier Number: 46932971 (USE FORMAT 7 FOR FULLTEXT)
Lotus and the Internet
Internet Content Report, v1, n18, pN/A
Dec 1, 1996
Language: English Record Type: Fulltext
Document Type: Newsletter; General
Word Count: 683

... name acquisition, catalog browsing, ordering, credit authorization, settlement, fulfillment (in the case of electronically delivered **products**), tracking, sales analysis and follow- **up selling** and **promotion** . It provides businesses control and accountability over merchandising and pricing and matches the way businesses sell **products** and services, including catalog creation, credit authorization, sales analysis, order tracking and management reporting.
Lotus...

24/3,K/73 (Item 5 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

04689702 Supplier Number: 46902735 (USE FORMAT 7 FOR FULLTEXT)
Domino.Merchant Transforms a Web Site Into a Powerful Selling Engine
PR Newswire, p1118NEM052
Nov 18, 1996
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 985

... name acquisition, catalog browsing, ordering, credit authorization, settlement, fulfillment (in the case of electronically delivered **products**), tracking, sales analysis and follow- **up selling** and **promotion** . Second, by tightly integrating with Lotus Domino's superior workflow and security features, Domino.Merchant...

24/3,K/74 (Item 6 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

04592339 Supplier Number: 46751919 (USE FORMAT 7 FOR FULLTEXT)

To U.S. in a Handbag

Brandweek, p12

Sept 30, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 213

... that.'

In an unusual ploy for a handbag company, Biasia is doing gift-with-purchase **promotions** with Bloomingdale's and other accounts, where buyers get a handbag mirror or **another** small **item** when they **buy** a bag.

24/3,K/75 (Item 7 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

04527648 Supplier Number: 46652536 (USE FORMAT 7 FOR FULLTEXT)

Fed Proposes Liberalizing Many Curbs on bank Powers

American Banker, p1

August 26, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 845

... half dozen exemptions for nonbank units during the past five years, allowing them to offer **discounts** to customers who **buy multiple products**. The new rule would replace this piecemeal approach by dropping all but one restriction, in...

...for automating welfare payments, food stamps, and other government entitlements could not be required to **buy another product** or service.

Securities underwriting affiliates would be able to offer **discounts** on underwriting activities to customers that buy private placement services. Banking companies have been clamoring...

24/3,K/76 (Item 8 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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04515690 Supplier Number: 46633666 (USE FORMAT 7 FOR FULLTEXT)

Vileda splashes out GBP1.5m on Active Fibre

DIY Week, p17

August 16, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 243

... the rest of Europe, and are an ideal way for the retailer to support and **sell the product**.

In **another promotion**, Vileda is giving away a free oven mitt and tea towel with each Active Fibre...

24/3,K/77 (Item 9 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

04507202 Supplier Number: 46619964 (USE FORMAT 7 FOR FULLTEXT)
StoreKare Version 3.2 now available.
Business Wire, p08120163
August 12, 1996
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 484

... suggested settings to ease installation. -- Deal Pricing Module -
This promotional pricing feature enables
retailers to **sell** one item and give **another item** at a **discount**
or for free. The items can be linked by SKU, Stock Number, Group,
Department/Class...

24/3,K/78 (Item 10 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

04360170 Supplier Number: 46394577 (USE FORMAT 7 FOR FULLTEXT)
Direct Response Shines On TV
Billboard, p63
May 18, 1996
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; General
Word Count: 1118

... cost-per- order equation: the ratio of retail price vs. the cost of
manufacturing the **product** ; the projected **upsell** conversion (customers
who, while calling in an order, are persuaded to **buy** an **additional**
item at a **discount**); the cost of making the **upsell items** ; the
percentage of credit and vs. prepaid orders; and, perhaps most important,
the number of...

24/3,K/79 (Item 11 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

04342146 Supplier Number: 46367984 (USE FORMAT 7 FOR FULLTEXT)
SOFTWARE MAKER INTRODUCES InnOvation(TM) SOFTWARE FOR SMALL INNS
PR Newswire, p0506SEM002A
May 6, 1996
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 280

... 2-year period
* Easily sets and updates the room rate structure to accommodate
seasonal and **discount** rates
* Saves time printing customized statements and correspondence
* Measures the effectiveness of **promotions** and **advertising**
* **Sells additional products**
and services to guests from a user
defined catalog
* Provides smart To-Do lists of...

24/3,K/80 (Item 12 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

04312925 Supplier Number: 46321945 (USE FORMAT 7 FOR FULLTEXT)

Laurel Running Retailer Contest to Drive Shurfine Sales

Supermarket News, p73

April 22, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 509

... at Laurel, said he has used Bonus Bucks in previous contests.

'It's just an **incentive** for a customer to **buy additional goods** to earn more dollars that will be applied to their sales at the end of...

24/3,K/81 (Item 13 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

04312645 Supplier Number: 46321498

Advertising: Juno would be delighted to handle your E-mail free, but she would like something in return.

The New York Times, pC7

April 22, 1996

Language: English Record Type: Abstract

Document Type: Newspaper; General

ABSTRACT:

...information from computer users. Subscribers volunteer interests such as hobbies, reading habits and intentions to **buy expensive items**. **Another** condition from Juno, which tested the sophisticated services for nine months, is placing Internet **advertising** on computer screens. These color ads usually fill a portion of the screen and alternate...

24/3,K/82 (Item 14 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

04259191 Supplier Number: 46238048 (USE FORMAT 7 FOR FULLTEXT)

DANNON LAUNCHES DANNON NATURAL SPRING WATER ON FIRST DAY OF SPRING;

IMAGINATIVE INTRODUCTION HERALDS NEW SEASON

PR Newswire, p320NYW013

March 20, 1996

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 494

... an intent to buy and an overwhelming 63 percent of first-time purchasers continue to **buy the product**. (2) In addition, consumers **rank** Dannon among the top-five healthiest food brands. **Advertising** will leverage the quality, trustworthiness and purity of the highly recognized brand name.

Rolling out...

24/3,K/83 (Item 15 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

04075372 Supplier Number: 45934187 (USE FORMAT 7 FOR FULLTEXT)

MCI entered music retailing business

Television Digest, v35, n46, pN/A

Nov 13, 1995

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 108

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...of order. Shipping and handling will be \$2.69 for first item, 49 cents for **additional item**. MCI said it will **sell** service aggressively, with **promotions** on more than 100 radio stations in top 30 U.S. markets, supplemented by print...

24/3,K/84 (Item 16 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

04073840 Supplier Number: 45932076 (USE FORMAT 7 FOR FULLTEXT)

COMMON CARRIER NOTEBOOKS

Common Carrier Week, v12, n45, pN/A

Nov 13, 1995

Language: English Record Type: Fulltext

Document Type: Newsletter; Professional Trade

Word Count: 241

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...of order. Shipping and handling will be \$2.69 for first item, 49 cents for **additional item**. MCI said it will **sell** service aggressively with **promotions** on more than 100 radio stations in top 30 U.S. markets, supplemented by print...

24/3,K/85 (Item 17 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

04069997 Supplier Number: 45925785 (USE FORMAT 7 FOR FULLTEXT)

TELEPHONY

Communications Daily, v15, n217, pN/A

Nov 9, 1995

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 1113

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...of order. Shipping and handling will be \$2.69 for first item, 49 cents for **additional item**. MCI said it will **sell** service aggressively with **promotions** on more than 100 radio stations in top 30 U.S. markets, supplemented by print...

24/3,K/86 (Item 18 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

04053276 Supplier Number: 45896850 (USE FORMAT 7 FOR FULLTEXT)
SOFTWARE.NET(TM) OPENS INTERNET PRODUCT CENTER TO CONNECT INTERNET PUBLISHERS WITH INTERNET CUSTOMERS

PR Newswire, p1030PG006

Oct 30, 1995

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 992

... Internet-based electronic distribution channel for software. The Center provides publishers a convenient location to **advertise**, **sell** and electronically distribute Internet **products** and **upgrades**, as well as demos, free trials and product information. software.net is located on the ...

24/3,K/87 (Item 19 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

03897583 Supplier Number: 45614197 (USE FORMAT 7 FOR FULLTEXT)

Movers and shakers: 'Bring fun to retail'

Discount Store News, v0, n0, p38

June 19, 1995

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 2826

... plan an event around a pre-determined date. It also allows retailers to create other **promotions** for **upselling products** for that lead **product**..'

Postal (Turner): 'The program that we have developed with World Championship Wrestling illustrates the efficacy...

24/3,K/88 (Item 20 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

03879041 Supplier Number: 45575434 (USE FORMAT 7 FOR FULLTEXT)

Are you antagonised by the H2 switches?

Community Pharmacy, p9

June, 1995

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 873

... and various other issues with them, but I don't like the way the heavy **advertising** makes people think they can just **buy** these **products**.."

Another pharmacy that includes the H2s on its protocol red card is Halworth's in Stockport...

24/3,K/89 (Item 21 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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03833118 Supplier Number: 45480615

A struggling Kmart chooses Campbell Mithun to replace Ros Roy on its

account

The New York Times, pC6

April 18, 1995

Language: English Record Type: Abstract

Article Type: Biography; Industry overview; Company profile; Executive change; Agency change

Document Type: Newspaper; General

ABSTRACT:

...the US, has hired a new advertising agency in Campbell Mithun Esty (Minneapolis, MN), an **advertising** agency with \$500 million in billings and an expertise in **selling** Kart's type of **products**, to **replace** Ross Roy Communications (Bloomfield Hills, MI) which handled the Kmart account for nearly 26 years...

24/3,K/90 (Item 22 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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03816644 Supplier Number: 45447880 (USE FORMAT 7 FOR FULLTEXT)

Makers, Retail Hope for Spring Cleanup

HFN The Weekly Newspaper for the Home Furnishing Network, p76

April 3, 1995

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; General

Word Count: 1288

... is created for pails, caddies and other utility products, Sweeney says, resulting in more impulse **buys** of these **items**.

Another plastic storage supplier, Tamor, is pushing several **promotions**, including a 'your choice' hanger pallet at \$1 to \$1.50; freestanding display for stacking...

24/3,K/91 (Item 23 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

03699542 Supplier Number: 45237490

Bathrooms 1995 (Sanitaryware Showers/Fittings & Bathroom Accessories):

MARKETING AND ADVERTISING ACTIVITY

Research Studies-Market Assessment Publications Ltd, v0, n0, p66

Jan, 1995

Language: English Record Type: Abstract

Document Type: Magazine/Journal; Trade

ABSTRACT:

...from other manufacturers is very low indeed - only around GBP3 mil in 1993.

Other consistent **advertisers** in the past 2 yrs have included Triton Showers, Bathrooms Direct (another direct **sell** operation) and Matki shower **products**. **Another** direct **sell** operator, Moben Bathrooms, has also promoted itself in recent years. The reason for the predominance...

24/3,K/92 (Item 24 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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03666535 Supplier Number: 45179835 (USE FORMAT 7 FOR FULLTEXT)
**MCI PHONECASH AND VALVOLINE INSTANT OIL CHANGE TEAM UP TO OFFER FREE
CALLING TO CONSUMERS**

PR Newswire, pN/A
Dec 1, 1994
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 393

... of free
domestic long distance calling from any phone in the United States.
Customers who **buy additional** automotive **products** or services can
receive additional cards. The **promotion**
begins today and runs through
the month of December, while supplies last.
"We are excited..."

24/3,K/93 (Item 25 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

03633515 Supplier Number: 45123601 (USE FORMAT 7 FOR FULLTEXT)
7-UP Fizzes with 'Miracle,' 'Coach' Ties
Brandweek, v0, n0, p21
Nov 7, 1994
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 673

... four-week promotional window which coincides with Superbowl XXIX.
Using Coach as a sweepstakes/merchandising **incentive**, retailers can
customize the Super Party Center to market **multiple - items** that will
help **sell** each other on an impulse basis. Various retail items can be
placed next to 7UP...

24/3,K/94 (Item 26 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

03416453 Supplier Number: 44753284 (USE FORMAT 7 FOR FULLTEXT)
What Trout & Ries hath wrought
Advertising Age, v0, n0, p51
June 13, 1994
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Tabloid; Trade
Word Count: 688

... Mather took out a 1971 ad in The New York Times. Titled 'How to
create **advertising** that **sells**' and bylined by David Ogilvy, the **ad**
ranked 'How should you position your **product**' as the 'most important
decision.' Further down on the list came brand image and big...

24/3,K/95 (Item 27 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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03384960 Supplier Number: 44699180 (USE FORMAT 7 FOR FULLTEXT)

Rules to remember when joining the clubs

Computer Retail Week, p72

May 23, 1994

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 4287

... is a good value. Therefore, any POP should take an educational approach.

The clubs' single **product** offering - without a good, better, best brand approach to step- **up selling** - nullifies some of the objectives of POP efforts used by consumer **product** marketers.

POP **advertising** efforts to get consumers to switch brand preference at the POP do not exist, because...

24/3,K/96 (Item 28 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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03381936 Supplier Number: 44695025 (USE FORMAT 7 FOR FULLTEXT)

Branded foods begin to develop a local flavor

Amusement Business, v0, n0, p23

May 23, 1994

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1467

... a franchise, such as royalty fees,' said Bigelow. 'So if the franchise doesn't offer **advertising** dollars, even if you'll **sell additional product**, the building has to ask themselves if they'll make more money overall. Sometimes the...

24/3,K/97 (Item 29 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

02949160 Supplier Number: 43989959 (USE FORMAT 7 FOR FULLTEXT)

TCI SEES MILD HIT FROM RATE CUTS

Multichannel News, v0, n0, p1

July 26, 1993

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 994

... the like - that will address those customers whose rates have gone down and attempt to **sell** them **additional product** at very deeply **discounted** prices to preserve all or some of that revenue (loss),' Marshall said.

TCI officials said...

24/3,K/98 (Item 30 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

02871917 Supplier Number: 43870056 (USE FORMAT 7 FOR FULLTEXT)

Let the Package Do the Talking: Making Impact with In-Packs and On-Packs

Promo, v0, n0, p10

June, 1993
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 2024

... Lustorite, who adds that Farley credits the promotion with providing a 25 percent increase in **sell** -in to the trade.

Proximity to the promoted **product** **ranks** near the top of the list of factors that influence the impact that a **promotion** will have on both **sell** -in and **sell** -through. As such, marketers can expect an ever-growing plate of in-/on-pack options...

24/3,K/99 (Item 31 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

02870896 Supplier Number: 43867907 (USE FORMAT 7 FOR FULLTEXT)
NEXT, HEWLETT-PACKARD ANNOUNCE PARTNERSHIP
Trading Systems Technology, v6, n23, pN/A
May 31, 1993
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 1112

... s expertise marketing enterprisewide systems to corporate clients. Plans call also for the two to **sell** one **another** 's **products** , and to jointly **advertise** and hold seminars.

NeXT announced the deal with H-P with much fanfare at the...

24/3,K/100 (Item 32 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

02843696 Supplier Number: 43826683 (USE FORMAT 7 FOR FULLTEXT)
GIMME A DOZEN: The Infomercial Loop
ADWEEK Midwest Edition, v0, n0, p18
May 10, 1993
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 107

(USE FORMAT 7 FOR FULLTEXT)
TEXT:
...week at the group's mid-year meetings in New York, enabling infomercial professionals to **buy** one **another** 's **wares** at a **discount** . Thereafter, the NIMA Store will assume a telephonic existence as the NIMA Store Hotline, passing...

24/3,K/101 (Item 33 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

02758081 Supplier Number: 43696407 (USE FORMAT 7 FOR FULLTEXT)
10 Infomercial Facts You Need to Know
ADWEEK Midwest Edition, v34, n10, pS28
March 8, 1993
Language: English Record Type: Fulltext

... 5%

(*) use of Discover increasing while AMEX decreasing. Diners Club rarely used.

3. Averages for **upsell** price to main **item** sold, average number purchased at different price points ...

Inbound callers present an excellent opportunity to offer additional **products** while they call in for your primary television offer. This offer of additional **products** or services is called an **upsell**. The number of people accepting the **upsell** is a function of many factors, including:

order of **upsells**

number of **upsells**

price of **upsells** compared to the front-end offer

the degree of similarity of the **upsell product** category to the front-end offer

the **incentive** and or perceived **discount** given with the **upsell**

the length of the **upsell** script

the performance of the Inbound Operator

It can be seen that, as with any...

...are exceptions. The following 10 rules are good guidelines in the design of the Inbound **Upsells**:

Rule One: Inbound **Upsells** that convert multi-pay to full pay, when placed first, will always reduce later **upsell** conversions.

Rule Two: The closer the **product** is to the original offer, such as a deluxe or complementary **upsell**, the higher the conversion.

Rule Three: The conversion rate increases with higher **upsell discounts** and better **incentives**.

Rule Four: The lower the upsell as a percentage of the front-end price point...

...the offer price the same amount. The results of upsell conversion are always higher for **upsells** where the price is lowered compared to the free S&H.

Rule Nine: With multiple **upsells**, always **upsell** the most related **product** first, then go to the least related. Conversions always decrease with each sequential **upsell** offer.

Rule Ten: Never believe in rules. **Upsell** conversions are dependent on the nature of the front-end offer, **product** category, the price **discount** or **incentives**, the order they are presented, the media market you are in, and finally and most...

...call your inbound center, and provide them with adequate notice and training support for inbound **upsell** programs.

Note: The percentage of **upsells** for related **products**, i.e. deluxe or complimentary **products**, at a **discount** of 25% to 50%, will produce conversions of as high as 50% or more.

Effect of Number of **Upsells** on Conversion Rates

First	25 to 40%
Second	15 to 20%
Third	10%
Fourth	less than 5%

(*) If **upsells** are of different **product** category, results will be lower than simple 'accessory' or unit **upsells**.

4) Industry Average of Single-pay versus Multi-pay:

The use of multiple payments with...orders and continuity offers, must be lower than the front-end offer, except in entertainment **promotions** where the program is really a qualified lead generator (i.e., Time-Life). The **upsell** rate to re-order customers can exceed 50%, with proper **incentives**, for most **product** categories.

The continuity conversions depend on the satisfaction level of the consumer. The initial package...

...to a fitness and health purchaser works much more effectively than the offer of a **discount** purchasing club or insurance **product**.

Conversion of Customers to **Upsells** : Effect of **Product** Category

Type of Product	Original order less than \$100 % to upsell	greater than \$200 % to upsell
Quantity Upsell	30%	less than 5%
Accessory Upsell	25 to 40%	15 to 25%
Unrelated Product	10 to 20%	5 to 10%

} could this be
ranking?

(*) Based on experience with health and fitness customers

2...gift. The conversion of a contacted customer into a sale varies with the amount of **discount**, and depends on the **product** category and price range. The more the offer is related to the original purchase, the greater the effectiveness of the **discounts**.

Conversion of Customers to **Upsells** : Effect of **Discount** (*)

Discount	% conversion of Contacts
None	10 to 15%
20%	10 to 25%
30%	20 to 30...

24/3,K/102 (Item 34 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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02679171 Supplier Number: 43574618 (USE FORMAT 7 FOR FULLTEXT)

Clairol Short-Hair Quick Lift

HFD-The Weekly Home Furnishings Newspaper, v0, n0, p128

Jan 11, 1993

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 485

... can be used to purchase Clairol hairsetters. In Clairol hairsetters, consumers will find a \$1 **coupon**, which can be used to **buy** Clairol Loving-Care hair color **products**.

Additional cross-**promotions** will be planned regularly throughout the year.

Mary Coleman, senior product manager at Clairol, said...

24/3,K/103 (Item 35 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

02646115 Supplier Number: 43523515 (USE FORMAT 7 FOR FULLTEXT)
SELLING SMART: Selling for the holidays and the rest of the year
Computer Retail Week, p69
Dec 14, 1992
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 484

... the right feature set. Most salespeople quickly try to steer the customer to the next **item** up (traditional step- **up selling**); you are better off emphasizing the features and value of the given **advertised item** . At that point, the shopper will normally ask you what you have that is a...

24/3,K/104 (Item 36 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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02644186 Supplier Number: 43520838 (USE FORMAT 7 FOR FULLTEXT)
Thermos(R) - a name trusted by consumers
Drug Store News, v0, n0, p47
Dec 14, 1992
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 250

... back-to-school market.
Also for 1993, Thermos is introducing the first-ever stainless steel **product** in the important coffee carafe segment - a major opportunity for **up - sell** .
With Thermos, the vacuum ware business comes down to a simple and straightforward equation: more new **products** and innovation equals more profits for the retailer.
This is an **advertisement** supplement.

24/3,K/105 (Item 37 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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02636012 Supplier Number: 43508455 (USE FORMAT 7 FOR FULLTEXT)
Bottom-Line Mentality Can Be Deadly, Insurers Warned
National Underwriter Property & Casualty-Risk & Benefits Management, p2
Dec 7, 1992
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 504

... increase business through word-of-mouth referrals, which he called 'the most powerful kind' of **advertising** .
He added that satisfied customers **buy additional products** and services, are more willing to pay a premium for quality and are less costly
...

24/3,K/106 (Item 38 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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02570547 Supplier Number: 43410288
Cigarette Industry: Q3 1992 Sales Estimates - Industry Report
Investext, p1-15
Oct 30, 1992
Language: English Record Type: Abstract
Document Type: Magazine/Journal; Trade

ABSTRACT:

...quarter, Philip Morris offered a Fall Inventory Maintenance Program in September that allowed customers to **buy additional products** and receive an **incentive** plus extended dating for payment. R.J. Reynolds offered a Fall **Promotion**, providing direct accounts purchase 100% for each required brand style for two periods of time...

24/3,K/107 (Item 39 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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02355555 Supplier Number: 43090467 (USE FORMAT 7 FOR FULLTEXT)
Wholesalers Eager But Wary About Entering Electronic Book Field
BP Report, v17, n30, pN/A
June 22, 1992
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 936

... moves. Like Ingram's Little, Perillo observed that the manufacturers still don't know whether **discount** stores, or bookstores, or other specialty stores will be the right outlets to **sell the products**. **Another** important unknown is how the discs will be packaged, Perillo maintains, because bookstores have had...

24/3,K/108 (Item 40 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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02250326 Supplier Number: 42937790 (USE FORMAT 7 FOR FULLTEXT)
Ads alone won't cut it: Promotion the needed action component
Advertising Age, v63, n17, p32
April 27, 1992
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Tabloid; Trade
Word Count: 730

(USE FORMAT 7 FOR FULLTEXT)
TEXT:
...realities of managing a business. The belief is: Proper awareness levels, good attitude and image **scores sell product**. The fact is that awareness plus attitude equals good **advertising** ... but not necessarily good business.

24/3,K/109 (Item 41 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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02212694 Supplier Number: 42883729 (USE FORMAT 7 FOR FULLTEXT)

Retailers Can Benefit from Co-op Allowances, Authority Says

Aftermarket Business, p1

April 1, 1992

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Tabloid; Trade

Word Count: 390

... sales," he said, "but some only re-distribute disposable income without fueling consumers' willingness to **buy additional items**."

Zimmerman said retailers should uphold the original intent of vendor allowances to **advertise** product improvements, advantages and newness.

"Spotlighting a reduced price isn't enough because sales and...

24/3,K/110 (Item 42 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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02169023 Supplier Number: 42820174 (USE FORMAT 7 FOR FULLTEXT)

Campbell Soup Activity

Delaney Report, v0, n0, pN/A

March 9, 1992

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 158

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

Campbell Soup is developing **additional products** to **sell** under its Healthy Request brand name after the **ad** campaign kicks off in May for its new Healthy Request spaghetti sauce (first line extension...

24/3,K/111 (Item 43 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

02099885 Supplier Number: 42720911 (USE FORMAT 7 FOR FULLTEXT)

Are Retailers Ready for the Challenge?

Aftermarket Business, p24

Feb 1, 1992

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Tabloid; Trade

Word Count: 2735

... low-priced special on a popular item (in season) and have a good chance of **selling additional items** once the customer visits the store.

To attract more customers, automotive stores should **advertise** popular, fast-moving parts such as spark plugs, filters, oil and coolant at prices that...

24/3,K/112 (Item 44 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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02093076 Supplier Number: 42710040 (USE FORMAT 7 FOR FULLTEXT)

Secret agent, your assignment ...

Business Marketing, v0, n0, pT1

Feb, 1992
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 928

... separate "top secret" packages. Inside, they found all the materials necessary to successfully implement Operation **Upsell**. That included: a "Secret Dossier" offering **selling** strategies for featured **upgrade products**; a "Most Wanted File" (GE's custom **incentive** catalog featuring an array of merchandise and travel awards); and information on tie-in programs...

...possible prizes we could find," Mr. Grattan says. In all, distributor salespeople earned 10,702 **incentive** merchandise **items**. That represented 90% of all Operation **Upsell** awards.

GE's supporting programs to help distributors lure customers contributed to Operation **Upsell**'s success as well. "They helped the distributor make his customers aware of GE's **products** and got them to buy," Mr. Avery says.

For example, GE offered distributors premiums such...

24/3,K/113 (Item 45 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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02061433 Supplier Number: 42663737 (USE FORMAT 7 FOR FULLTEXT)
REFRAMING THE MARKET: No longer restricted to art galleries, the category is becoming big business for mass retailers

HFD-The Weekly Home Furnishings Newspaper, v0, n0, p30
Jan 13, 1992

Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 3548

... this from this company and I like it, therefore I want to go back and **buy another product** from that company.' "

HFD: How are stores **advertising** the category and which are doing a good job?

Wiener: "There's been a definite...

24/3,K/114 (Item 46 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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02022182 Supplier Number: 42598157 (USE FORMAT 7 FOR FULLTEXT)

Clubs Turn Up Heat On In-Store Bakeries

Supermarket News, p33

Dec 16, 1991

Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 975

... their product mix to cater to customers who prefer larger portion sizes and has considered **selling** two loaves of bread for a **discount** price instead of just a single loaf.

Despite the fact that wholesale clubs can attract **scores** of customers and **sell discounted products**, some retailers say supermarket bakeries offer a wider product selection and more portion

sizes.

"They...

24/3,K/115 (Item 47 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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01827346 Supplier Number: 42308911

The many faces of coupon offers

Grocery Marketing, v57, n8, p27

August 24, 1991

Language: English Record Type: Abstract

Document Type: Magazine/Journal; Tabloid; Trade

ABSTRACT:

...coupons declined to 2.3% in 1990, according to CMS. Trends and problems associated with **coupon** offers are discussed. Multi- **coupon** free-standing insert ads have become popular among manufacturers who **sell multiple products**. 'Override' or 'shirttail' **promotions** involve coupons and promotional contests. Cooperative **promotions** between complementary products are being staged. ...

24/3,K/116 (Item 48 from file: 16)

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01797155 Supplier Number: 42262163 (USE FORMAT 7 FOR FULLTEXT)

VARIATIONS ON THE SELLTHROUGH THEME

Video Store, v0, n0, p76

August, 1991

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1060

... This silly phrase actually means the customer who buys one product at full price can **buy another product** at a big **discount**. This isn't new in retailing, and for good reason: It works. Again, previously viewed ...

24/3,K/117 (Item 49 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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01500217 Supplier Number: 41820635 (USE FORMAT 7 FOR FULLTEXT)

American At War

HFD-The Weekly Home Furnishings Newspaper, v0, n0, p86

Jan 28, 1991

Language: English Record Type: Fulltext Abstract

Document Type: Magazine/Journal; Trade

Word Count: 1974

... his approach, aside from lowering margins. What he has been stressing is well-paced step- **up selling** and a consistent **advertising** approach that maintains his posture in the market.

"We have the advantage," he said. "We can show customers an array of **products** in a given price range and explain why one is worth more than another. Neither...

24/3,K/118 (Item 50 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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01390339 Supplier Number: 41655092 (USE FORMAT 7 FOR FULLTEXT)
The Haven Corporation Announces the Release of Three New MultiUser Versions of The Mail Order Wizard
News Release, p1
Nov 5, 1990
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 484

... city and state following on zip code entry
UPS manifest system with electronic scale interface
upsell message screen
wholesale and retail price structures
mail merge capability
automated returns
discount groups
ability to force **items** onto back order
pricing overrides
additional enhancements specific for the Canadian market
ability to add...

24/3,K/119 (Item 51 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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01305292 Supplier Number: 41531149 (USE FORMAT 7 FOR FULLTEXT)
Bloom Breaks First Tandon Creative
ADWEEK Southwest, v0, n0, p2
Sept 3, 1990
Language: English Record Type: Fulltext Abstract
Document Type: Magazine/Journal; Trade
Word Count: 361

... they've designed for Tandon's 486 PowerPoster. The fourth page has price information and **product** specifications.
Another ad opens with, "When you **buy** a Tandon Computer, you're not alone." Inside, a two-page spread shows why: members...

24/3,K/120 (Item 52 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

01303298 Supplier Number: 41527339 (USE FORMAT 7 FOR FULLTEXT)
Guidelines: HALLOWEEN IS NOT A HOLIDAY!
Video Store, v0, n0, p177
Sept, 1990
Language: English Record Type: Fulltext Abstract
Document Type: Magazine/Journal; Trade
Word Count: 694

... one in a 'B'-title two-pack. By doing this, manufacturers would give retailers an **incentive** to **buy** **additional** **product**, some of

which would return the investment in a reasonable time.
Mass market video sellthrough...

24/3,K/121 (Item 53 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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01162143 Supplier Number: 41323646 (USE FORMAT 7 FOR FULLTEXT)
**COLUMBIA LABORATORIES, INC. FIRST QUARTER 1990; NEW PRODUCT DRIVES
SIGNIFICANT SALES INCREASE**
PR Newswire, p1
May 7, 1990
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 450

... product Replens(tm), and to continuing growth in the company's
line of traditional OTC **products** .

A net loss of \$3,944,397, or 43 cents per share, was reported for the
quarter, due primarily to the start- **up selling** and distribution
expenses for the Replens launch, as well as to continued **promotion**
of
Columbia's other **products** . The 1990 quarter's loss compares with a
net loss of \$349,154, or 4...

24/3,K/122 (Item 54 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

01154236 Supplier Number: 41311684 (USE FORMAT 7 FOR FULLTEXT)
**MAKE SALESA WINNER: How to take care of your sales force so they'll take
care of you**
VARbusiness, p63
May, 1990
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 2176

... business plan of the firm." Some of Thoroughbred's telephone
salespeople support existing customers and **sell additional products**
through the year. They will push special product **promotions** to the
existing base. These people are paid a base salary of \$18,000 to...

24/3,K/123 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

09647885 SUPPLIER NUMBER: 18372376 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Direct response shines on TV.
Rosenblum, Trudi Miller
Billboard, v108, n20, p63(2)
May 18, 1996
ISSN: 0006-2510 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1172 LINE COUNT: 00092

... cost-per-order equation: the ratio of retail price vs. the cost of

manufacturing the **product** ; the projected **upsell** conversion (customers who, while calling in an order, are persuaded to **buy** an **additional item** at a **discount**); the cost of making the **upsell items** ; the percentage of credit card vs. prepaid orders; and, perhaps most -- important, the number of...

24/3,K/124 (Item 2 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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09496710 SUPPLIER NUMBER: 18904736 (USE FORMAT 7 OR 9 FOR FULL TEXT)

What's par for circulars? Tracking product movement and sales performance in circular advertising. (includes related article on frequency and distribution of circular promotions) (Cover Story)

Wright, Scott H.

Do-It-Yourself Retailing, v171, n3, p69(5)

Sep, 1996

DOCUMENT TYPE: Cover Story ISSN: 0889-2989 LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 2922 LINE COUNT: 00238

... margins, and sometimes they get a 40 percent margin," he says. However, on break-even **items** , Cotter usually includes either an **up - sell product** or higher-margin accessory **item** in the circular so retailers have an indirect way to profit from promoting the breakeven **item** .

Hardware Wholesalers Inc. (HWI) charges manufacturers to participate in its circular **promotions** , with the cost based on the production expenses of the sale and the space the...

24/3,K/125 (Item 3 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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09346956 SUPPLIER NUMBER: 19201412 (USE FORMAT 7 OR 9 FOR FULL TEXT)

FTC holds Apple accountable. (misleading advertising charged for Apple PowerPC upgrade kits) (Company Business and Marketing)

Kahney, Leander

MacWEEK, v11, n10, p4(1)

March 10, 1997

ISSN: 0892-8118 LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 298 LINE COUNT: 00025

... staff attorney, said it was unusual for the agency to order customer compensation for false **advertising** . However, she said, the FTC judged that the ability to **upgrade a product** is often an important **selling** point for high-tech goods and is a common industry practice. She said the judgment...

24/3,K/126 (Item 4 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

09344352 SUPPLIER NUMBER: 18919279 (USE FORMAT 7 OR 9 FOR FULL TEXT)

The changing world of sales. (sales teamwork) (Column)

Monoky, John F.

Industrial Distribution, v85, n10, p66(1)

Oct, 1996

DOCUMENT TYPE: Column ISSN: 0019-8153 LANGUAGE: English
RECORD TYPE: Fulltext; Abstract
WORD COUNT: 620 LINE COUNT: 00052

... to sell 400% more merchandise to make up for the lost profits. And, if you **discount** a product that carries a 25% gross margin by 20%, you'll need to **sell** four **additional products** to make up for lost margin. Still think "making it up in volume" is a...

24/3,K/127 (Item 5 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

08918889 SUPPLIER NUMBER: 18535945 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Substitute teaching. (Worthington Foods) (10 & 10 Club) (Company Profile)
Frozen Food Age, v44, n11, p34(1)
June, 1996
DOCUMENT TYPE: Company Profile ISSN: 0016-2191 LANGUAGE: English
RECORD TYPE: Fulltext
WORD COUNT: 376 LINE COUNT: 00032

... new Better'n Burgers product, which has quickly become one of the company's top- **selling items** . **Another ad** focuses on America's original veggie burger line. Last year, the company added a spicy...

24/3,K/128 (Item 6 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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08918496 SUPPLIER NUMBER: 18407480 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Most like it hot. (supermarket delis and the complete meal trend)
Harper, Roseanne
Supermarket News, v46, n25, p37(3)
June 17, 1996
ISSN: 0039-5803 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1808 LINE COUNT: 00142

... Nearly six in 10 respondents said they come to the deli because they planned to **buy items** there. **Another** 15.5% said **ad** circulars prompt them to go into the deli. A display could attract 14.4%, while...

24/3,K/129 (Item 7 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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08907141 SUPPLIER NUMBER: 18613414
Fed proposes liberalizing many curbs on bank powers. (Federal Reserve Board)
Seiberg, Jaret
American Banker, v161, n163, p1(2)
August 26, 1996
ISSN: 0002-7561 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 902 LINE COUNT: 00077

... half dozen exemptions for nonbank units during the past five years, allowing them to offer **discounts** to customers who **buy multiple products** . The new rule would replace this piecemeal approach by dropping

all but one restriction, in...

...for automating welfare payments, food stamps, and other government entitlements could not be required to **buy another product** or service.

Securities underwriting affiliates would be able to offer **discounts** on underwriting activities to customers that buy private placement services. Banking companies have been clamoring...

24/3,K/130 (Item 8 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

08885302 SUPPLIER NUMBER: 18497219

Getting your feet wet: scuba diving's preferred prerequisite. (includes related listing of tour operators and article listing dive terms) (Scuba Diving Vacations)

Travel Weekly, v55, n58, pD12(3)

July 22, 1996

ISSN: 0041-2082

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1356 LINE COUNT: 00108

... an increasing number of programs targeting snorkelers. "The point is that travel agents now have **another** product to **sell**," Mitsoda said.

Following is a sampling of **promotions**, resources and products designed to appeal to snorkelers and potential snorkelers.

Bahama Out Islands Snorkeling...

24/3,K/131 (Item 9 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

08818438 SUPPLIER NUMBER: 18444133 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Price cuts heat DBS talks. (direct broadcast satellite service)

Veilleux, C. Thomas

HFN The Weekly Newspaper for the Home Furnishing Network, v70, n27, p58(1)

July 1, 1996

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 766 LINE COUNT: 00061

... Stan Kozlowski pointed out that price was meant to clear out old inventory, but ended **up selling** a lot of new merchandise. He said he believed price point **advertising** can also help sell other consumer electronics **products**.

"However, \$399 is not now sustainable. The fastest way to lose momentum it to make...

24/3,K/132 (Item 10 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

08779828 SUPPLIER NUMBER: 18361005 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Excavate your data. (datamining) (includes related article on ShopKo

Stores' datamining solution) (Technology Information)

Gerber, Cheryl

Datamation, v42, n9, p40(4)

May 1, 1996

ISSN: 0011-6963 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2719 LINE COUNT: 00224

... of our markets," says Jim Tucker, CIO of ShopKo.

By using the software across its **Advertising** and Merchandising departments, ShopKo discovered, for example, that customers who come in to **buy** one product often **buy** another associated **product**, but that many associations are one-way streets. For instance, film doesn't cause a...

24/3,K/133 (Item 11 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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08762683 SUPPLIER NUMBER: 18422465 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Infomercials offer a tremendous opportunity for telemarketers.

Dworman, Steve

Telemarketing, v13, n10, p26(4)

April, 1995

ISSN: 0730-6156 LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1441 LINE COUNT: 00116

... increased by 20 percent. And that percentage increased substantially when the customer was given an **incentive** to order multiple units. But here's the kicker: If another **upsell** was offered first (a different **product** that somehow ties in to your **product**) and then the multiple-unit **incentive** was offered, the percentage of takers would decrease. Yet, in some cases, depending on price...

24/3,K/134 (Item 12 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

08572836 SUPPLIER NUMBER: 18148616 (USE FORMAT 7 OR 9 FOR FULL TEXT)
MCI entered music retailing. (MCI Communications Corp.)

Television Digest, v35, n46, p6(1)

Nov 13, 1995

ISSN: 0497-1515 LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 112 LINE COUNT: 00012

TEXT:

...of order. Shipping and handling will be \$2.69 for first item, 49(cents) for **additional item**. MCI said it will **sell** service aggressively, with **promotions** on more than 100 radio stations in top 30 U.S. markets, supplemented by print...

24/3,K/135 (Item 13 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

08472724 SUPPLIER NUMBER: 18013570 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Fed expected to give banks more slack on tying rules. (Federal Reserve Board)

Seiberg, Jaret

American Banker, v161, n34, p3(1)

Feb 21, 1996

ISSN: 0002-7561 LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 668 LINE COUNT: 00057

...ABSTRACT: even more exemptions to the 1970 Bank Holding Company Act which banned banks from offering **discounts** to customers who use multiple services or **buy multiple bank products** . The Fed is currently considering allowing banks to **discount** loans to customers who work with the banks, such as automobile dealers who help banks...

... they expect the central bank to continue its five-year effort to let banks offer **discounts** to consumers who **buy multiple products** .

Richard Spillenkothen, director of the Fed's division of banking supervision and regulation, said the...

...as loans and checking accounts.

The Fed, however, has since carved out additional exemptions, allowing **discounted** credit cards and brokerage services for bank customers. It also permits **discounts** when customers **buy multiple nonbanking products** . Finally, it allows banks to reduce the service fee for customers that hold minimum balances...

24/3,K/136 (Item 14 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

08397542 SUPPLIER NUMBER: 17822891 (USE FORMAT 7 OR 9 FOR FULL TEXT)
SII Contracts with McClatchy For Three New Advertising Systems.
Business Wire, p1220301
Jan 22, 1996
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 405 LINE COUNT: 00043

... and rating. This combination of products provides the McClatchy papers with state-of-the-art **ad processing**, cross- **selling advertising** into **multiple products** , including non-print delivery vehicles, such as the World Wide Web. Additionally, the applications being...

24/3,K/137 (Item 15 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

08350141 SUPPLIER NUMBER: 17839616 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Independent subs help contractor 'cut costs, but not quality.'(Metropolitan Sheet Metal Ltd.)
Clepper, Irene
Air Conditioning, Heating & Refrigeration News, v196, n14, p18(2)
Dec 4, 1995
ISSN: 0002-2276 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1114 LINE COUNT: 00089

... to have inventory from the Metropolitan warehouse, partly because they are given the opportunity to **sell an additional product** (not a part) during a service call and collect a commission.

As an **incentive** to the customer, the subs are authorized to offer a special, such as Metropolitan's...

24/3,K/138 (Item 16 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

08263879 SUPPLIER NUMBER: 17558836 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**MCI entered music retailing business with launch Wed. of 1-800-MUSIC-NOW
phone service. (MCI Communications) (Telephony)**
Communications Daily, v15, n217, p4(1)
Nov 9, 1995
ISSN: 0277-0679 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 206 LINE COUNT: 00023

TEXT:

...of order. Shipping and handling will be \$2.69 for first item, 49 cents for **additional item**. MCI said it will **sell** service aggressively with **promotions** on more than 100 radio stations in top 30 U.S. markets, supplemented by print...

24/3,K/139 (Item 17 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

08078278 SUPPLIER NUMBER: 17220729 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**software.net Opens Win '95 Product Center and Unites Win '95 Publishers
with Internet Customers; New Product Center provides Win '95 publishers a
central place to distribute upgrades, new products, trials and product
information to online customers.**
Business Wire, p8231047
August 23, 1995
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 875 LINE COUNT: 00091

The Center provides publishers a convenient and central location to **advertise**, **sell** and electronically distribute Win '95 **products** and **upgrades**, and to distribute Win '95 demos, free trials and product information, software.net is located...

24/3,K/140 (Item 18 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

08026344 SUPPLIER NUMBER: 17357598 (USE FORMAT 7 OR 9 FOR FULL TEXT)
HARLEYSVILLE GROUP REPORTS RECORD SECOND QUARTER RESULTS
PR Newswire, p727PH002
July 27, 1995
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 709 LINE COUNT: 00104

... growth in net written premiums has resulted from ongoing efforts to provide our agents with **additional** insurance **products** and coverage enhancements to **sell**, as well as the attractive **incentives** we offer our producers for their best business," Bateman explained. "In addition, our regional expansion...

24/3,K/141 (Item 19 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

08018520 SUPPLIER NUMBER: 17333018 (USE FORMAT 7 OR 9 FOR FULL TEXT)
What agencies want. (Special Report: Animation)
Rafferty, Diane

SHOOT, v36, n25, p19(4)

June 23, 1995

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1642 LINE COUNT: 00142

... t automatically hit the mute button must be nothing short of seduced before they'll **buy** what's being **advertised** over **another product** .

Sure, people will stop to watch BBDO New York's inordinately expensive computer-generated Pepsi...

24/3,K/142 (Item 20 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

07999214 SUPPLIER NUMBER: 17020377 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Car, wet/dry and hand vacs star in Dad's Day campaign.(vacuum cleaners)

Frinton, Sandra

HFN The Weekly Newspaper for the Home Furnishing Network, v69, n24, p47(2)

June 12, 1995

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1017 LINE COUNT: 00082

...ABSTRACT: vacuum cleaners. Some of the products come with leaf blower attachments. Aids to the summer **selling** period include sale prices, **additional advertising** , **products** or gifts with purchase and special in-store displays.

24/3,K/143 (Item 21 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

07947312 SUPPLIER NUMBER: 17110490 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Just between us. (one-to-one database marketing)

Jones, Lynn

Direct, v7, n5, p83(4)

May, 1995

ISSN: 1046-4174 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 1299 LINE COUNT: 00106

... about to use new Windows-based software for the DOS program. This will enable packaged- **goods** manufacturers, which have stayed away from Peapod because of its inability to create pictures, to devise a range of targeted **promotions** - cross-selling, **upselling** and counter-selling their **products** .

For example, Peapod marketing director Tim Dorgan explains, "Coca-Cola could offer a digital **coupon** to all soda buyers, just Pepsi buyers or everyone in a particular demographic."

Jewel, a...

24/3,K/144 (Item 22 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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07869770 SUPPLIER NUMBER: 16890921 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Rank Video sows \$27.7 million seed. (Rank Video Services America develops real estate property)

Waldon, George
Arkansas Business, v12, n14, p1(2)
April 3, 1995
ISSN: 1053-6582 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1470 LINE COUNT: 00123

... penetrate the junk-mail syndrome. Demographically desirable consumers receive unsolicited product videos from companies, and **advertisements** also invite consumers to call in for a free **product** video.

From Miller to Movies

Rank entered the video duplication business in America through acquisition, **buying** Bell & Howell-Columbia-Paramount Video Services Inc. in 1988.

Its chief competitor is Technicolor Video...

24/3,K/145 (Item 23 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

07604789 SUPPLIER NUMBER: 15909210 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Acme pushes grocery in phone card launch. (Acme Markets, prepaid phone card) (Brief Article)

Turcsik, Richard
Supermarket News, v44, n45, p37(1)
Nov 7, 1994

DOCUMENT TYPE: Brief Article ISSN: 0039-5803 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT
WORD COUNT: 317 LINE COUNT: 00023

... using Checkout Coupon to promote the phone card at least through November.

For one such **promotion**, Checkout Coupons were issued with purchases of more than 30 grocery **products**, mostly **multiple buys**, including three cans of Bumble Bee solid white tuna; two packages of Maxwell House coffee...

24/3,K/146 (Item 24 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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07574822 SUPPLIER NUMBER: 15908495 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Bankers ask Fed to go further in plan to ease its anti-tying rules.

(Federal Reserve, tying the promotion of one product to another)

Seiberg, Jaret
American Banker, v159, n216, p3(1)
Nov 8, 1994

ISSN: 0002-7561 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 614 LINE COUNT: 00048

...ABSTRACT: executives are asking the Federal Reserve to ease its Regulation Y, which prevents banks from **discounting** a product if customers **buy another product**. The Federal Reserve has slightly eased this regulation. In the summer 1994, banks were allowed...

24/3,K/147 (Item 25 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

07545011 SUPPLIER NUMBER: 15789795 (USE FORMAT 7 OR 9 FOR FULL TEXT)
How to bond with a diner; or, how manufacturers can create loyal food service buyers. (Update)

O'Brien, Jeffrey

Direct, v6, n10, p11(2)

Oct, 1994

ISSN: 1046-4174

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 997

LINE COUNT: 00081

... incentives for brands they hadn't tried. About 3.5% of customers took up the **incentives**; of those, 73% purchased a new **product** and 23% tried more than one brand they had never tried.

Although that program worked well in **upselling** current customers, other manufacturers have had to use a different tack for prospecting. In that...

24/3,K/148 (Item 26 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

07534893 SUPPLIER NUMBER: 15795001 (USE FORMAT 7 OR 9 FOR FULL TEXT)
FLEET BANK AND DELTA AIRLINES TEAM UP TO OFFER FLEET CUSTOMERS DELTA TRAVEL DISCOUNTS

PR Newswire, p1011NE016

Oct 11, 1994

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 494

LINE COUNT: 00044

... Corporate Administration senior vice president responsible for Consumer Marketing, said Fleet's Delta Airlines Checking **Promotion** is "designed to satisfy our customers increase checking account sales, cross-sell **additional** Fleet **products**, build new banking relationships and deepen existing relationships."

"In today's competitive marketplace, businesses must...

24/3,K/149 (Item 27 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

07523756 SUPPLIER NUMBER: 15828530 (USE FORMAT 7 OR 9 FOR FULL TEXT)
SEC to target smaller firms in next probe of "rogue brokers," Levitt tells Congress. (Arthur Levitt Jr. of the Securities and Exchange Commission)

Stamas, Vicky

Bond Buyer, v309, n29485, p1(2)

Sept 15, 1994

ISSN: 0732-0469

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 865

LINE COUNT: 00069

... he said.

"I'm also troubled by the use of contests that reward brokers for **selling** one **product** over **another**," Levitt said. He said a blue chip industry committee is examining compensation and **incentive** practices at firms.

But one committee Republican said at yesterday's hearing that he sees

...

24/3,K/150 (Item 28 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

07486446 SUPPLIER NUMBER: 16108836 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Niche emerges for chartered yachts; operator says agents are missing the boat on private sailings market. (Sailing Experience Ltd. offers fully crewed yacht charters) (Brief Article)

Lincoln, Lori

Travel Weekly, v53, n54, p24(1)

July 11, 1994

DOCUMENT TYPE: Brief Article

ISSN: 0041-2082

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 467 LINE COUNT: 00037

... there are interested [in sailing vacations], and if agents would realize this, they could be **selling another product .**"

Crewed-yacht chartering also can be an attractive option for corporate **incentive** programs, she said, adding that there are several boats that can accommodate up to 10...

24/3,K/151 (Item 29 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

07287155 SUPPLIER NUMBER: 16044150 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Switches drive O-T-C market. (over-the-counter drugs) (Mass Market Retail Pharmacy: Marketplace)

Chain Drug Review, v16, n11, pRX7(2)

May 23, 1994

ISSN: 0164-9914

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 835 LINE COUNT: 00065

... Krause noted that supermarkets fare poorly compared with other trade classes when it comes to **selling switched products** . Supermarkets **rank** second in O-T-C **products** in general, with 39% of the market; **discount** stores follow with 16%. With switched products, however, supermarkets have only a 20% share, while...

24/3,K/152 (Item 30 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

07280562 SUPPLIER NUMBER: 16026796 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Branded foods begin to develop a local flavor. (Food & Drink)

Waddell, Ray

Amusement Business, v106, n21, p23(3)

May 23, 1994

ISSN: 0003-2344

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 1545 LINE COUNT: 00117

... a franchise, such as royalty fees," said Bigelow. "So if the franchise doesn't offer **advertising** dollars, even if you'll **sell additional product** , the building has to ask themselves if they'll make more money overall. Sometimes the...

24/3,K/153 (Item 31 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

07266383 SUPPLIER NUMBER: 15403993 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Cola Monday: battle of the titans; owners to seek lookalike truce.

(increasing use of brand lookalikes by supermarkets) (includes related articles)

Lewis, John
Marketing, p4(2)
April 21, 1994

ISSN: 0025-3650 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1727 LINE COUNT: 00130

... was clearly timed to coincide with the Sainsbury launch. And in what may be an **advertising** first, its only message was to tell consumers not to **buy another product**.

Coke and BBH refused to comment on the **ad**. But such an aggressive response raises the prospect of a gloves-off scrap between Coke...

24/3,K/154 (Item 32 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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07265895 SUPPLIER NUMBER: 15207321 (USE FORMAT 7 OR 9 FOR FULL TEXT)
A Jurassic educational effort. (Knowledge Adventure's advertising campaign for Dinosaur Adventure educational software)

Oberndorf, Shannon
Direct, v6, n5, p57(1)
May, 1994

ISSN: 1046-4174 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 238 LINE COUNT: 00019

... send in photos of them to be judged. The winner received \$2,000.

After the **promotion**, Dinosaur Adventure was **ranked** the top-**selling** educational software **product** by the Prodigy Schoolware list, based on sales at key software retailers.

24/3,K/155 (Item 33 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

07248547 SUPPLIER NUMBER: 15412113 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The resale price maintenance policy dilemma. (Communications)

Blair, Roger D.; Fesmire, James M.
Southern Economic Journal, v60, n4, p1043(5)
April, 1994

ISSN: 0038-4038 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 2270 LINE COUNT: 00175

... pay for them. If all dealers must charge a minimum price, however, there is no **incentive** for customers to seek these services from one dealer while **buying the product** from **another**. The purpose of RPM then is to ensure that these services are provided. Without RPM...

24/3,K/156 (Item 34 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

06810680 SUPPLIER NUMBER: 14479923 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Audio & video. (1992 performance of in-store audiotape and video cassette sales and rentals) (46th Annual Consumer Expenditures Study: Category Update) (Cover Story)

Valentino, Cynthia

Supermarket Business, v48, n9, p147(2)

Sept, 1993

DOCUMENT TYPE: Cover Story ISSN: 0196-5700 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 1845 LINE COUNT: 00145

... the strategy is designed to both increase consumer shopping and help retailers boost profits. "These **promotions** will get people into the store, and get them to **buy multiple products** . The greatest part is that the retailer does not absorb any of the cost. So...

24/3,K/157 (Item 35 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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06711779 SUPPLIER NUMBER: 14400757 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Hvac distributor hooks up with contractors to cooperatively advertise on billboards. (Aces Air Conditioning Supply Inc.)

Schulz, Gene Church

Air Conditioning, Heating & Refrigeration News, v190, n1, p60(2)

Sept 6, 1993

ISSN: 0002-2276 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 1195 LINE COUNT: 00091

... reward dealers for hard work, bond them into the Aces family, and give them extra **incentive** to **sell our products** ."

Another Aces customer, Kim Stewart, Aaron's Affordabl Services, likes the versatility billboards bring to his...

24/3,K/158 (Item 36 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

06691521 SUPPLIER NUMBER: 14324575 (USE FORMAT 7 OR 9 FOR FULL TEXT)

TCI sees mild hit from rate cuts. (Tele-Communications Inc.)

Aversa, Jeannine; Higgins, John M.

Multichannel News, v14, n30, p1(2)

July 26, 1993

ISSN: 0276-8593 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 1473 LINE COUNT: 00113

... the like -- that will address those customers whose rates have gone down and attempt to **sell** them **additional product** at very deeply **discounted** prices to preserve all or some of that revenue |loss

," Marshall said.

TCI officials said...

24/3,K/159 (Item 37 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

06502172 SUPPLIER NUMBER: 14122671 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Accessorize your bottom line. (ski accessories) (Retail)
Brown, Robbie
STN, v17, n5, p18(2)
March, 1993
ISSN: 1061-4524 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 712 LINE COUNT: 00056

... co-op advertising funds are often available. Also, don't overlook in-store signing and **promotion** cost nothing and can be most effective.
* Teach suggestive and step- **up selling** to your selling personnel. Skiers are receptive to any **item** than improves their performance, increases their comfort, or otherwise makes them gorgeous.
For maximum profits...

24/3,K/160 (Item 38 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

06425774 SUPPLIER NUMBER: 13530387 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Keystone Awards. (new BUILDER-sponsored awards program)
Jones, David A.
Builder, v16, n2, p288(5)
Feb, 1993
ISSN: 0744-1193 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 2040 LINE COUNT: 00166

... When products bear familiar brand names that consumers recognize, builders sometimes don't need help **selling** the **items** as **upgrades**; the manufacturers have already done the sell job via effective consumer **advertising**. Problem is, most building products aren't exactly household names.

This compact, 24-page, four...

24/3,K/161 (Item 39 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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06405245 SUPPLIER NUMBER: 13600263 (USE FORMAT 7 OR 9 FOR FULL TEXT)
10 infomercial facts you need to know. (supplement: The Infomercial - Special Sourcebook Issue)
Glickman, Jeff
ADWEEK Eastern Edition, v34, n10, pS28(5)
March 8, 1993
ISSN: 0199-2864 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 3249 LINE COUNT: 00249

... increases the credibility of the offer and their company. American Express, however, has a higher **discount** rate, and its chargeback procedures are the least supportive of the marketer.

3. Avenges for **upsell** price to main **item** sold, average number purchased at different price points...

Inbound callers present an excellent opportunity to offer additional **products** while they call in for your primary television offer. This offer of additional **products** or services is called an **upsell**. The number of people accepting the **upsell** is a function of many factors, including:

* order of **upsells**

- * number of **upsells**
- * price of **upsells** compared to the front-end offer
- * the degree of similarity of the **upsell product** category to the front-end offer.
- * the **incentive** and or perceived **discount** given with the **upsell**
- * the length of the **upsell** script
- * the performance of the Inbound Operator

It can be seen that, as with any...

...are exceptions. The following 10 rules are good guidelines in the design of the Inbound **Upsells** :

Rule One: Inbound **Upsells** that convert multi-pay to full pay, when placed first, will always reduce later **upsell** conversions.

Rule Two: The closer the **product** is to the original offer, such as a deluxe or complementary **upsell** , the higher the conversion.

Rule Three: The conversion rate increases with higher **upsell discounts** and better **incentives** .

Rule Four: The lower the upsell as a percentage of the front-end price point...the offer price the same amount. The results of upsell conversion are always higher for **upsells** where the price is lowered compared to the free S&H.

Rule Nine: With multiple **upsells** , always **upsell** the most related **product** first, then go to the least related. Conversions always decrease with each sequential **upsell** offer.

Rule Ten: Never believe in rules. **Upsell** conversions are dependent on the nature of the front-end offer, **product** category, the price **discount** or **incentives** , the order they are presented, the media market you are in, and finally and most...

...call your inbound center, and provide them with adequate notice and training support for inbound **upsell** programs.

Note: The percentage of **upsells** for related **products** , i.e. deluxe or complimentary **products** , at a **discount** of 25% to 50%, will produce conversions of as high as 50% or more.

4...orders and continuity offers, must be lower than the front-end offer, except in entertainment **promotions** where the program is really a qualified lead generator (i.e., Time-Life). The **upsell** rate to re-order customers can exceed 50%, with proper **incentives** , for most **product** categories.

The continuity conversions depend on the satisfaction level of the consumer. The initial package...

24/3,K/162 (Item 40 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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06385680 SUPPLIER NUMBER: 13383256 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Time is shaking out glitches in MO drives. (magneto-optical disk drives)
(MacInTouch: Products) (Column)

Ford, Ric

MacWEEK, v7, n5, p60(1)

Feb 1, 1993

DOCUMENT TYPE: Column ISSN: 0892-8118 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 893 LINE COUNT: 00071

... bugs, firmware instabilities and compatibility problems (see MacWEEK, April 27, 1992).

Since that time, the **products** have settled down, and **scores** of

Bode Akintola13-Nov-03

vendors now are **selling** them at more attractive prices. A few companies are **advertising** 3.5-inch magneto-optical drives with capacities of more than 200 Mbytes, but there...

24/3,K/163 (Item 41 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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06371968 SUPPLIER NUMBER: 13306278 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Clairol short-hair Quick Lift. (Clairol Inc. Health and Beauty Appliances Div.'s new hair-styling appliance) (Brief Article)
Purpura, Linda
HFD-The Weekly Home Furnishings Newspaper, v67, n2, p128(2)
Jan 11, 1993
DOCUMENT TYPE: Brief Article ISSN: 0746-7885 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT
WORD COUNT: 512 LINE COUNT: 00039

... can be used to purchase Clairol hairsetters. In Clairol hairsetters, consumers will find a \$1 **coupon**, which can be used to **buy** Clairol Loving-Care hair color **products**.

Additional cross-promotions will be planned regularly throughout the year.

Mary Coleman, senior product manager at Clairol, said...

24/3,K/164 (Item 42 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

06230891 SUPPLIER NUMBER: 12629093 (USE FORMAT 7 OR 9 FOR FULL TEXT)
You can't tell the prospects without a marketing database. (key to a successful telemarketing campaign)
Haker, Paul
Telemarketing, v11, n2, p43(3)
August, 1992
ISSN: 0730-6156 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1992 LINE COUNT: 00165

... have been selected based on this kind of segmentation, profiling, predictive modeling, estimated potential and **rank** coding of individual records.

Cross-sell And **Upsell** Applications

Our friends in catalog marketing also taught us about the value of relationship marketing, selling more **products** and services to a base of customers, at a lower cost per sale than when...

24/3,K/165 (Item 43 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

06227083 SUPPLIER NUMBER: 12339362 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Free promotion ideas! Well, almost free. (supermarket promotions)
Raphel, Murray; Raphel, Neil
Progressive Grocer, v71, n7, p13(1)
July, 1992
ISSN: 0033-0787 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 605 LINE COUNT: 00043

...ABSTRACT: profits. Instead, supermarkets can use the word 'free' in two-for-the-price-of-one **promotions** . Supermarkets can also give one product away if the customer **buys** a **another** , different **product** . Several **additional** examples of **promotions** that use the word 'free' are provided.

24/3,K/166 (Item 44 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

06211389 SUPPLIER NUMBER: 13590757 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Segmentation marks shampoo category. (product specialization) (Beauty Care)
Chain Drug Review, v14, n24, p14(2)
Sept 21, 1992
ISSN: 0164-9914 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 797 LINE COUNT: 00061

... are supposed to do," says the buyer. "Of course, in some cases they may be **buying** one **product** for **another** household member."

While the big name brands with heavy **advertising** budgets appear to be holding up well, some buyers say that many of the me...

24/3,K/167 (Item 45 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

06194829 SUPPLIER NUMBER: 13302844 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Bottom-line mentality can be deadly, insurers warned. (Arkwright Mutual Insurance Co.'s Thomas Kaiser)
Friedman, Sam
National Underwriter Property & Casualty-Risk & Benefits Management, n49, p2(2)
Dec 7, 1992
ISSN: 1042-6841 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 539 LINE COUNT: 00043

... increase business through word-of-mouth referrals, which he called "the most powerful kind" of **advertising** .

He added that satisfied customers **buy** **additional** **products** and services, are more willing to pay a premium for quality and are less costly ...

24/3,K/168 (Item 46 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

06166931 SUPPLIER NUMBER: 12757164 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Sales begin after the infomercial.
Bauman, Risa
Direct, v4, n11, p18(1)
Nov, 1992
ISSN: 1046-4174 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 456 LINE COUNT: 00035

... would have been lost otherwise," he says.

Customers who still don't buy are mailed **incentives** or offers for

related **products** . A manufacturer with retail distribution might mail **discount** coupons.

Respondents who buy the **product** in response to the infomercial receive continuity or **upsell** offers by phone and mail. For instance, a nutritional cross-sell opportunity might exist for a fitness **product** .

"We can determine what to cross-sell and how much to charge based on the...

24/3,K/169 (Item 47 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

05993659 SUPPLIER NUMBER: 12693201

Loans, credit now the 'meat & potatoes' of bank marketing. (Special Report: Financial Marketing)

Levin, Gary

Advertising Age, v63, n38, p32(2)

Sept 21, 1992

ISSN: 0001-8899

LANGUAGE: ENGLISH

RECORD TYPE: ABSTRACT

...ABSTRACT: spent \$4.9 million on marketing in 1991, a 35% decrease from 1990. Total bank **advertising** spending was \$438.2 million in 1991, a drop of 5.5%. **Advertising** designed to **sell** specific **products** has **replaced** the image campaigns of the 1980s. There are some signs that **advertising** will increase in 1992 as banks focus on promoting products such as loans and credit...

24/3,K/170 (Item 48 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

05922541 SUPPLIER NUMBER: 12711073 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Mac attacks video promo tests: takes over franchisee test at 11th hour.

(McDonald's Corp.'s MenuVision)

Goldstein, Maureen

Restaurant Business, v91, n9, p50(2)

June 10, 1992

ISSN: 0097-8043

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 711 LINE COUNT: 00056

... by almost 20%.

MenuVision is designed to encourage customers to spend more. Video screens display **promotions** or new menu **items** . That way, stores don't need to rely on employees who are either too busy processing orders or not trained in the art of **up - selling** .

"Customers will be very aware of the specials within those stores [with MenuVision]," says Michael...

24/3,K/171 (Item 49 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

05912000 SUPPLIER NUMBER: 12417355 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Action figures gear up for comeback. (male action figure toys)

Schulman, Milt

Playthings, v90, n4, p28(7)

April, 1992

ISSN: 0032-1567 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 3467 LINE COUNT: 00279

... price on action figures that keeps the customer from driving extra miles to a big **discount** store."

Martin also believes that once customers come into the store, "we can sell them **additional items** that will bring us a profit."

The major challenge, Martin feels, is to keep merchandise...

24/3,K/172 (Item 50 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

05878535 SUPPLIER NUMBER: 12277487 (USE FORMAT 7 OR 9 FOR FULL TEXT)

The animated menu: 'menu-board' marketing at McDonald's. (Promovision Video Displays Corp.'s MenuVision)

Goldstein, Maureen

Inside Media, p4(3)

May 13, 1992

ISSN: 1046-5316 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 610 LINE COUNT: 00047

... to increase the dollar amount of their orders b making customers aware of various store **promotions** or new menu **items** . They're an alternative to relying on employees who are either too busy processing orders or not trained in the subtle art of **up - selling** . "Customers will be very aware of the specials within those stores," says pennete.

Nancy Kruse...

24/3,K/173 (Item 51 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

05806208 SUPPLIER NUMBER: 11913786 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Are retailers ready for the challenge? Automotive stores will need to develop a strategy to build more store traffic and sales in the business year ahead. (Special Feature)

Barton, Dick

Aftermarket Business, v102, n2, p24(3)

Feb 1, 1992

ISSN: 0892-1121 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 2909 LINE COUNT: 00226

... low-priced special on a popular item (in season) and have a good chance of **selling additional items** once the customer visits the store.

To attract more customers, automotive stores should **advertise** popular, fast-moving parts such as spark plugs, filters, oil and coolant at prices that...

24/3,K/174 (Item 52 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

05797844 SUPPLIER NUMBER: 11901996 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Scouting out an agency. (Advertising)

Dingley, Seth C.; McCusker, Allen A.

Food & Beverage Marketing, v11, n2, p30(2)

Feb, 1992

ISSN: 0731-3799

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 1680

LINE COUNT: 00129

... criteria. At the top of this list is the agency's ability to create effective **advertising** that motivates people to **buy** the **product** or service. From there the **rank** order is unimportant, but usually includes strategic thinking, good "chemistry" between the client and agency...

24/3,K/175 (Item 53 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

05783074 SUPPLIER NUMBER: 11855638 (USE FORMAT 7 OR 9 FOR FULL TEXT)

New fuel choices change coal handling and storage rules. (includes related information on coal handling equipment upgrades) (part 2)

Rittenhouse, R.C.

Power Engineering, v96, n2, p39(4)

Feb, 1992

ISSN: 0032-5961

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 3508

LINE COUNT: 00278

... prevent moisture from getting back into the pores of the coal. If an upgraded low- **rank** coal **product** becomes available for \$5-\$15/ton, there might be **incentive** to **buy** it, because over a long distance transport, one could save \$5-\$8/ton in reduced...

24/3,K/176 (Item 54 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

05769741 SUPPLIER NUMBER: 11775957 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Reframing the market. (framed art market, includes related article)

(Interview)

HFD-The Weekly Home Furnishings Newspaper, v66, n2, p30(5)

Jan 13, 1992

DOCUMENT TYPE: Interview

ISSN: 0746-7885

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 3562

LINE COUNT: 00268

... this from this company and I like it, therefore I want to go back and **buy** **another** **product** from that company."

HFD: How are stores **advertising** the category and which are doing a good job?

Wiener: "There's been a definite...

24/3,K/177 (Item 55 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

05560699 SUPPLIER NUMBER: 11664589 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Clubs turn up heat on in-store bakeries. (Fresh Foods)

Riddle, Judith S.

Supermarket News, v41, n51, p33(2)

Dec 16, 1991

ISSN: 0039-5803

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 1027 LINE COUNT: 00082

... their product mix to cater to customers who prefer larger portion sizes and has considered **selling** two loaves of bread for a **discount** price instead of just a single loaf.

Despite the fact that wholesale clubs can attract **scores** of customers and **sell discounted products**, some retailers say supermarket bakeries offer a wider product selection and more portion sizes.

"They...

24/3,K/178 (Item 56 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

05522144 SUPPLIER NUMBER: 11543541 (USE FORMAT 7 OR 9 FOR FULL TEXT)
BBQ, burgers, beer big biz at Old Tucson. (Old Tucson Studios, Tucson, Arizona)
Wetzel, Susan
Amusement Business, v103, n44, p25(1)
Nov 4, 1991
ISSN: 0003-2344 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 738 LINE COUNT: 00053

... the same price. In the fall, and particularly in conjunction with the park's Halloween **promotion**, candy and caramel apples also do well. The **sell** for \$1.50.

Another food **item** that does well during Halloween is Ricky Rattler, which Meekin described as a gummy snake...

24/3,K/179 (Item 57 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

05402620 SUPPLIER NUMBER: 10966634 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Hayes hammered by rivals; battered modem maker resorts to suing competitors. (Hayes Microcomputer Products Inc. sues Zoom Telephonics Inc., Zenith Data Systems, Cardinal Technologies Inc., Packard Bell, Ven-Tel Inc.)
Zimmerman, Michael R.
PC Week, v8, n27, p125(2)
July 8, 1991
ISSN: 0740-1604 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1196 LINE COUNT: 00094

... attorneys claim it's an issue of qualifying damages. That is, because chip makers usually **sell** their **products** to **multiple** customers and at different bulk-rate **discounts**, determining legal damages would be a nearly impossible task.

Modem companies, on the other hand...

24/3,K/180 (Item 58 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

05229477 SUPPLIER NUMBER: 10340457 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Getting a hold on trade promotions. (Research & Technology)

Orndorff, Diane K.

Food & Beverage Marketing, v10, n1, p35(1)

Jan, 1991

ISSN: 0731-3799

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 839

LINE COUNT: 00071

... enabling the account manager to devote more time to working with the chain to develop **promotions** and events that best **sell** his or her **product** .

Additional benefits include improved development and communication of sales demand forecasts, since the account manager bears...

24/3,K/181 (Item 59 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

05229415

SUPPLIER NUMBER: 09850249

(USE FORMAT 7 OR 9 FOR FULL TEXT)

American at war: after two decades of dominance, American TV & Appliance faces another challenger in its Madison hometown. (Best Buy Company Inc. opens store in Madison, Wisconsin)

Harrington, Mark

HFD-The Weekly Home Furnishings Newspaper, v66, n5, p86(2)

Jan 28, 1991

ISSN: 0746-7885

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 2065

LINE COUNT: 00159

... his approach, aside from lowering margins. What he has been stressing is well-paced step- **up selling** and a consistent **advertising** approach that maintains his posture in the market.

"We have the advantage," he said. "We can show customers an array of **products** in a given price range and explain why one is worth more than another. Neither...

24/3,K/182 (Item 60 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

05222360

SUPPLIER NUMBER: 11337932

(USE FORMAT 7 OR 9 FOR FULL TEXT)

Taking advantage of 'system application architecture.' (Computer Solutions Inc.'s Order Power)

Schell, Ernest H.

Catalog Age, v8, n1, p83(2)

Jan, 1991

ISSN: 0740-3119

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 1551

LINE COUNT: 00130

... order number assignment, add new customer, duplicate data from same field/previous record, find/enter **item** by SKU/vendor SKU/description, on-line quantity available, display detailed **item** information, **upsell** /cross-sell prompts, special messages for one or all orders, interactive editing, method of payment user-definable, multiple ship-tos (one for each line- **item** up to 399), "bad customer" flag, invoice/pick ticket notices, yes/no tax shipping/handling, **discount** by customer/tender/customer class/customer type, prices by quantity/contract/customer class/future date

24/3,K/183

(Item 61 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

05220573 SUPPLIER NUMBER: 11306566 (USE FORMAT 7 OR 9 FOR FULL TEXT)
How well do business catalogs perform? (includes related articles) (Special Report)

Barry, Curt

Catalog Age, v8, n3, p113(4)

March, 1991

ISSN: 0740-3119

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 3249

LINE COUNT: 00254

... contrast to this very savvy marketing technique, very few catalogs--three, in fact--attempted to **upsell** or liquidate overstocks during the order process. These **promotion** -minded companies were NEBS, Fidelity **Products** and Jeffco. We believe that the lack of such programs is truly a missed opportunity. Is your company taking advantage of **upselling** when you have the customer on the line?

Catalogers also use promotional pricing, freebies, or...

24/3,K/184 (Item 62 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

05220188 SUPPLIER NUMBER: 11306030 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Management software update. (includes related article on choosing the best system) (part 1)

Schell, Ernest H.

Catalog Age, v8, n5, p91(4)

May, 1991

ISSN: 0740-3119

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 3024

LINE COUNT: 00240

... in the consumer field, but of no use for many other consumer continuity programs where **product** varies each month.

Other features include:

Order-entry: The Wizard now has an **upsell** prompt, **ad hoc** price **discounts** for each line **item** (absolute number or percentage) as well as the total order, automatic current customer reference (with...

24/3,K/185 (Item 63 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

05220061 SUPPLIER NUMBER: 11289250 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The signs of the times get aggressive new sell. (outdoor advertising)

Pfaff, Fred

Inside Media, p20(1)

April 3, 1991

ISSN: 1046-5316

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 1316

LINE COUNT: 00103

... at getting grocers to merchandise Palmolive that promotional displays are competing with space for the **product** .

In **another** fledgling target **buy** , Hallmark Cards ran outdoor **advertising** for the two weeks leading up to Valentine's Day in the top 10 markets...

24/3,K/186 (Item 64 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

05213264 SUPPLIER NUMBER: 10904935 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Orion goes to \$7.98. (Orion Home Video lowers tape prices)

Hettrick, Scott

Video Business, v11, n24, p1(3)

June 28, 1991

ISSN: 0279-571X LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 378 LINE COUNT: 00027

... The titles were marked at \$5.98, Wagner noted, but the customer had to purchase **another product** to be allowed to **buy** the **discounted** tape. All the tapes in the new program have been newly manufactured and were not...

24/3,K/187 (Item 65 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

05173638 SUPPLIER NUMBER: 10806849 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Additives can be healthy. (bath toiletries) (Health & Beauty)

Webster, Jenny

Super Marketing, n969, p26(2)

April 26, 1991

ISSN: 0261-4251 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 1003 LINE COUNT: 00076

... male products are still bought by women.

Stefan Yorke says some consumers are reluctant to **buy additional products** for the shower but feels that **advertising** promoting the merits of separate shower products will overturn this.

The message will be based...

24/3,K/188 (Item 66 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

04919857 SUPPLIER NUMBER: 10340133 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Is the ingredient market for you? (Ingredients)

O'Connell, Dan

Food & Beverage Marketing, v9, n11, p42(2)

Nov, 1990

ISSN: 0731-3799 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 1734 LINE COUNT: 00141

... to vary by publisher, but most look at a reader's ability to recall your **ad** and remember its key **selling** proposition.

Just like your **products**, ads have a lifecycle. Readership **scores** tend to follow a bell-shaped curve. An average or better rating in the beginning...

24/3,K/189 (Item 67 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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04880888 SUPPLIER NUMBER: 09167774 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Retailers disturbed by new advertising guidelines. (Iowa Attorney General issues new regulations)
Gupta, Sherry
Business Record (Des Moines), v86, n45, p1(1)
Nov 5, 1990
ISSN: 0746-410X LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 645 LINE COUNT: 00050

... date the sale was to end.

* Retailers must order a sufficient quantity of an item **advertised** for a sale to avoid running out of the **item** .

Another rule requires retailers to **sell** 30 percent of their stock of an item at the regular price before they **advertise** a sale on that item. Take for example, a retailer who sells 100 hats at...

24/3,K/190 (Item 68 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

04875328 SUPPLIER NUMBER: 09072392 (USE FORMAT 7 OR 9 FOR FULL TEXT)
18 cheap and easy ways to promote your goods or services. (Sales & Marketing)
Profit-Building Strategies for Business Owners, v20, n10, p14(2)
Oct, 1990
ISSN: 0889-9967 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1351 LINE COUNT: 00099

... only the cost of printing.

8. Package inserts: The possibilities are almost unlimited: You can **advertise another product** , or congratulate the customer on **buying** this one. You can give directions for use and suggest additional applications. (The more ways...

24/3,K/191 (Item 69 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

04628048 SUPPLIER NUMBER: 09114663 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Conquering the costs of complexity. (management flexibility)
Gingrich, James A.; Metz, Horst J.
Business Horizons, v33, n3, p64(8)
May-June, 1990
CODEN: BHORA ISSN: 0007-6813 LANGUAGE: ENGLISH RECORD TYPE:
FULLTEXT
WORD COUNT: 4612 LINE COUNT: 00393

... through a variety of distribution channels, each with distinctive service requirements. A warehouse club, which **sells** on the basis of low price, tends to **rank items** such as trade **promotion** money above service criteria such as sales force quality. Conversely, sales force quality is very...

24/3,K/192 (Item 70 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

04555602 SUPPLIER NUMBER: 08900083 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Adults put games in winner's circle; despite lack of monster hit, category enjoys strong fourth quarter.

Schulman, Milt
Playthings, v88, n3, p42(8)
March, 1990

ISSN: 0032-1567 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 2978 LINE COUNT: 00226

... the continued growth of the girls' game area, and felt that adults will continue to **buy** a variety of games until **another** "blockbuster" **item** develops.

Television **advertising**, and prior exposure to games elsewhere, have given adults a higher awareness of individual games...

24/3,K/193 (Item 71 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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04157376 SUPPLIER NUMBER: 08244043 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Nutrition underlies sales of best sellers in 2d half. (frozen food sales in supermarkets)

Fischman, Carol
Supermarket News, v39, n48, p33(1)
Nov 27, 1989

ISSN: 0039-5803 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1175 LINE COUNT: 00093

... Egg Beaters for baking as well as pie shells and Cool Whip. We do special **promotions** and end-displays for these **products**.

Another good- **selling** item during the winter is the 5-lb. bag of private label French fries.

During...

24/3,K/194 (Item 72 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

04119625 SUPPLIER NUMBER: 07933581 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Building the sale with suggestive selling. (Merchandising) (column)

Broderick, J. Raymond
Geyer's Office Dealer, v154, n9, p44(2)
Sept, 1989

DOCUMENT TYPE: column ISSN: 0746-8997 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT
WORD COUNT: 1080 LINE COUNT: 00080

... a low profit item, point out the item(s) they should offer instead.
Establish Sales **Incentive** Program

Your second task is to figure out how to reward your salesperson for **trading** up and suggesting **additional** related **items**. Many dealers have told me it's too costly to administer **incentive** programs. I don't buy that thinking. If you're in the service business, you...

24/3,K/195 (Item 73 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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04114267 SUPPLIER NUMBER: 07966185 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Which consumer groups are you aiming at? (target marketing) (Profitability special section)

Kelley, John P.

Modern Tire Dealer, v70, n11, p40(2)

Sept 15, 1989

ISSN: 0026-8496

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 2028

LINE COUNT: 00152

... base. They also discourage you from featuring any but the lowest-priced and most competitive **products** and services. Even if the ads work, you will wind **up selling** more low-margin merchandise because that's what your **promotion** features.

Targeted sales planning is a solution to this shortcoming of general audience advertising. It...

24/3,K/196 (Item 74 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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04101122 SUPPLIER NUMBER: 07771138 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Unisys VARs to sell Micro A, larger A Series mainframe products; program expanded to include markets not served by Unisys direct sales force. (value added resellers)

PR Newswire, 1019PH033

Oct 19, 1989

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 724

LINE COUNT: 00058

... program offered for the A Series will be similar to those offered for VARs who **sell** our UNIX, BTOS and PW **products**. One **additional incentive** we are adding to the A Series VAR program is an extra financial bonus that...

24/3,K/197 (Item 75 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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03853122 SUPPLIER NUMBER: 06982622 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Profits ahead. (outlook for audio and video tape industry) (Blank Tape)

Thomason, Paul

Consumer Electronics, v17, n1, p226(3)

Jan, 1989

ISSN: 0362-4722

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 2797

LINE COUNT: 00204

... higher grade tape use. Also, as the market matures, the consumer and retailer tend to **upgrade** the **product** they're **buying**. There's no question retailers and consumers are becoming more educated. You see much retail **advertising** for high-grade-and-above tape. Stores are giving the higher end more retail display...

24/3,K/198 (Item 76 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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03650490 SUPPLIER NUMBER: 06987435 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Industry leader Fruit of the Loom expands, enhances image. (knit apparel industry) (includes related article)
Chanko, Kenneth M.
Discount Store News, v27, n18, p21(1)
Sept 12, 1988
ISSN: 0012-3587 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 767 LINE COUNT: 00058

... 1988, as much as two-thirds of that sum will come from sales directly to **discounters**, with an additional chunk of business from screen printers who **sell** a lot of their **product** throughout the mass merchant **ranks**.

It's no coincidence that Fruit of the Loom has been enhancing its image and...

24/3,K/199 (Item 77 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

03517033 SUPPLIER NUMBER: 06646041 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Distributors rank 1987 top selling products, trends. (discount store products) (Product Movement Audit)
Kelly, Mary Ellen
Discount Store News, v27, n8, p25(1)
April 11, 1988
ISSN: 0012-3587 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 404 LINE COUNT: 00035

Distributors rank 1987 top selling products, trends. (discount store products) (Product Movement Audit)

24/3,K/200 (Item 78 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

03322410 SUPPLIER NUMBER: 06040703 (USE FORMAT 7 OR 9 FOR FULL TEXT)
No cheap shots; the sales promotion industry is withdrawing from techniques that build sales short-term in favor of those that instill lasting value. (Special Report: Direct Marketing - Sales Promotion)
Fannin, Rebecca
Marketing & Media Decisions, v22, p104(4)
Oct, 1987
ISSN: 0195-4296 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 2076 LINE COUNT: 00164

... It lacks precision, generating waste and expense.
Premiums work well, Robinson says, to extend the **ad** image, give the consumer an immediate reason to **buy** the **product**, stimulate **multiple** purchases and add perceived value. But premiums can work against the brand, too, by creating...

24/3,K/201 (Item 79 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

03311023 SUPPLIER NUMBER: 05281144 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Ferroalloy producers up prices. (other alloys also up)
Gerety, Justine
American Metal Market, v95, p1(2)
Oct 21, 1987
ISSN: 0002-9998 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 561 LINE COUNT: 00043

One domestic producer is raising its list prices for two key ferrosilicon **products**, while **another** announced an increase in **transaction** prices for its ferromanganese products, coupled with volume **discounts** for the medium-carbon grade.

At the same time, Kerr McGee Corp., Oklahoma City, said...

24/3,K/202 (Item 80 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

03118879 SUPPLIER NUMBER: 04634968 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Discounters pick and chose when promoting apparel.
Discount Store News, v26, p37(2)
Jan 19, 1987
ISSN: 0012-3587 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 908 LINE COUNT: 00070

... to tell, but more than half of the shoppers aware of a women's skirt **promotion** at all stores wound up **buying** the **product** there.

Similarly, infant's clothing **ranked** 14th overall, 23rd for **discounters**, but fifth and second, respectively, for mass merchants and department stores for consumer promotional mentions...

24/3,K/203 (Item 81 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

02984516 SUPPLIER NUMBER: 04372222 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Precision tool or blunt instrument? (Special Section: Incentives)
Walton, Matt S., III
Sales & Marketing Management, v137, p124(3)
Sept, 1986
CODEN: SMMAD ISSN: 0163-7517 LANGUAGE: ENGLISH RECORD TYPE:
FULLTEXT
WORD COUNT: 1168 LINE COUNT: 00100

... In fact, programs that reflect regional differences are becoming increasingly prevalent. They offer companies that **sell multiple products** throughout the country the potential to derive the most impact for their **incentive** dollars.

To achieve the appropriate balance for a company, sales and marketing executives must pay...

24/3,K/204 (Item 82 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

02493275 SUPPLIER NUMBER: 04074399 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Justice OKs diverting; Hill may KO price restraints. (retail trade)

Taylor, Hal
Footwear News, v41, p19(1)
Dec 30, 1985
ISSN: 0162-914X LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 719 LINE COUNT: 00057

... a promotional or advertising allowance on the sale. Because the allowance is, in effect, a **discount** price, the retailer can then **sell** the **goods** to **another** retailer in an area of the country where the allowance is not being paid, and...

24/3,K/205 (Item 83 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

02337424 SUPPLIER NUMBER: 03627883 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Vendors, reps cite complaints over use of co-op advertising. (for housewares)
Garry, Michael
Merchandising, v10, p53(2)
Feb, 1985
ISSN: 0362-3920 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1676 LINE COUNT: 00128

... manufacturer's national advertising campaign. As John Rohmer, advertising manager for Norelco, noted, "Co-op **advertising** reinforces national **advertising** while telling the consumer where to **buy** a **product**."

Another lament regarding co-op **advertising** that came from the East Coast rep focused on its quantity. The rep said that...

24/3,K/206 (Item 84 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

02334336 SUPPLIER NUMBER: 03822866 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Store displays lead promo tactics; according to Ekco buyers' survey.
Class, Kelly
Housewares, v197, p1(2)
June 21, 1985
ISSN: 0162-8836 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 873 LINE COUNT: 00072

... to buy a product.
In rating manufacturer support, 83.7% of the buyers surveyed said **advertising** by housewares manufacturers is very important in order to **sell product**. **Another** 87% said television **advertising** has the effect of greatly increasing housewares product sales.
When asked to rate the housewares...

24/3,K/207 (Item 85 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

02175079 SUPPLIER NUMBER: 03543139 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Sales training reflects on the bottom line.
Chain Store Age Executive with Shopping Center Age, v60, p30(3)

Dec, 1984
ISSN: 0193-1199 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1307 LINE COUNT: 00101

... line statement is the T which means they [the sales-clerks] give the items on **promotion** ; Suggest and **selling multiple items** ; Accompany to the fitting room; Leave undressed and bring related items; E is to end...

24/3,K/208 (Item 86 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

02023550 SUPPLIER NUMBER: 03173466 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Men's market neglects incentives biz.
Gellers, Stann
Daily News Record, v14, p8(3)
March 9, 1984
ISSN: 0162-2161 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 2010 LINE COUNT: 00156

... Money, incentives marketeers agree, seems to be the odds-on favorite.

Everyone connected with the **incentives** business insists that selling their **product** isn't exactly a bed of roses. Finding the **incentives** premium buyer is the problem. Chernow comments, "You can end up **selling** anyone from a sales or **product** manager to an **advertising**, marketing or **promotion** manager .. or even the president of the company.

More trying than that, says Shepperd, is...

24/3,K/209 (Item 87 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

01887741 SUPPLIER NUMBER: 02855111 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Cuisinarts price suit settlement: offers coupon plan authorizing discounts.
Bralow, David
Retailing Home Furnishings, v57, p1(3)
July 25, 1983
ISSN: 0162-9158 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 815 LINE COUNT: 00064

... distribution of coupons to all members of the certified class.

These coupons entitle members to **buy** for half the list price **another** Cuisinarts lproduct worth up to \$200. The **coupon** will be good for pots, pans, knives, or food processor accessories but not food processors...

24/3,K/210 (Item 88 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

01887734 SUPPLIER NUMBER: 02829376 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Pinpointing your market. (restaurant business)
Degan, James
Restaurant Business, v82, p121(10)
July 1, 1983

ISSN: 0097-8043 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 4643 LINE COUNT: 00399

... Outcomes of this type of in-depth sales analysis include:
Profit dollars and margin by **item** (individually and gross amounts)
to assist in **product** management and **item promotion** ;
Product mix and **upselling** /suggestive selling by auditing what
side dishes, desserts, beverages, alcoholic beverages, etc., are (or should
...

24/3,K/211 (Item 89 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

01886167 SUPPLIER NUMBER: 03018832 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Alberto-Culver sues over TV commercial guidelines. (case over split 30's
advertising)**
Broadcasting, v105, p25(2)
Nov 21, 1983
ISSN: 0007-2028 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1619 LINE COUNT: 00129

... Station operators named in the suit, as well as many other
stations, have refused to **sell** time to **advertisers** for **multiple
product** announcements or pre-empted the commercial when fed with network
programming, said Wittemann.
Although Alberto...

24/3,K/212 (Item 90 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

01753074 SUPPLIER NUMBER: 02745837 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Heater hose and thermostats lead climate control products. (Home & Auto
retail survey)**
Home & Auto, v92, p1(2)
May 1, 1983
ISSN: 0162-8801 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1665 LINE COUNT: 00127

... feature more than 50 coupons worth at least \$250, Meyers noted.
"In addition to the **coupon** book, every item listed is featured in
an **ad** at a reduced price," he added.
Another product that **sells** well when featured in **advertising**
is the sunroof. Many chain representatives told H&A that they recently
added sunroof lines...

24/3,K/213 (Item 91 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

01748685 SUPPLIER NUMBER: 02801038 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Is internationalism the trend? (US machine tool industry)
Brooks, Rosanne .
American Metal Market, v91, p2A(2)
June 13, 1983
ISSN: 0002-9998 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 1211 LINE COUNT: 00099

... customers are going to demand, he said. "It might be less expensive for them to **buy another product** line, or a license, that to develop their own." There are **incentives** for foreign builders as well, Lustgarten pointed out. "In order to sell more sophisticated products..."

24/3,K/214 (Item 1 from file: 160)

DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

02373151

OTC makers try cashing in on brand profiles

Drug Store News December 11, 1989 p. IP1,IP13
ISSN: 0191-7587

... Brands Preference Study, 83% of shoppers feel that brand is a very important consideration when **buying** one OTC pharmaceutical **product** over **another**. **Advertising** and PR campaigns are the most effective in promoting brand preference, which is not to...

24/3,K/215 (Item 2 from file: 160)

DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

01984033

Hotel guests earn certificates toward catalog purchases

Catalog Age August, 1988 p. 17,83
ISSN: 0740-3119

... Hotel. According to B Buglioli, ad account executive, The Sharper Image, 'It's really an **incentive** program for us because it enables us to **sell additional products**.' Display ads were run in 4/88-6/88 issues of publications including The Wall...

24/3,K/216 (Item 3 from file: 160)

DIALOG(R)File 160:Gale Group PROMT(R)
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01875610

A switch to superstore format gets results

Dealerscope Merchandising January, 1988 p. 30-32
ISSN: 0011-7218

...which are part of the print advertising that accounts for 66% of the firm's **ad** budget. TV spots accounts for another 25%. In addition to **promotions**, Best **Buy** offers a warranty program that **replaces** any **product** after 3 repairs during the warranty period and a price guarantee that refunds 125% to...

24/3,K/217 (Item 4 from file: 160)

DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

01618521

Upgrading phone sales can increase order size by 20%.

... Upselling, selling a related item to the one ordered, and cross-selling, selling one particular **item** across the board, are practices effectively employed by catalogers such as the Walt Disney Family Gift Catalog. Effective **upselling** techniques include choosing a suitable **item** that is priced in proportion to the price of the ordered **item**, according to M Centrella, pres of Ring Response, a telemarketing service. Premiums and **incentives**, such as a free gift with the purchase of \$50 or more can also be...

24/3,K/218 (Item 5 from file: 160)

DIALOG(R)File 160:Gale Group PROMT(R)
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01477269

Myth: Advertising sells Reality: Not necessarily so.

ADWEEK'S COMPUTER & ELECTRONICS MARKETING September, 1986 p. 14

... expectations of selling because it is the most visible part of the marketing plan, but **advertising** alone does not **sell products**. **Another** myth of **advertising** is that ads can be divided into product and image ads. All ads have elements...

24/3,K/219 (Item 6 from file: 160)

DIALOG(R)File 160:Gale Group PROMT(R)
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01231045

Papers losing ground in national advertising.

ADVERTISING AGE July 25, 1985 p. 50,521

... newspapers, compared to 23.2 percent in 1982, despite being proscribed from radio and TV **buys** for their cigarette **products**. **Another** concern among major **advertisers** is the lack of color in a number of major market newspapers.

...

24/3,K/220 (Item 7 from file: 160)

DIALOG(R)File 160:Gale Group PROMT(R)
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00944428

Cuisinarts will distribute coupons to food processor buyers offering half list price another Cuisinarts product as part of a proposed out of court settlement to a 3-yr-old class action suit.

HFD July 25, 1983 p. 1,25

... distribution of coupons to all members of the certified class. The coupons entitle members to **buy** for half the list price **another** Cuisinarts **product** with up to \$200. The **coupon** will be good for pots, pans, knives, or food processor accessories, but not food processors...

24/3,K/221 (Item 8 from file: 160)

DIALOG(R)File 160:Gale Group PROMT(R)
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00569701

Using an 800 number can increase sales.

Small Business Report July, 1980 p. 21,221

... projected by tallying phone responses. Toll-free numbers offer advantages in customer service, announcing special **promotions**, new **product** service and **upselling** phone orders, Companies considering an 800 number should investigate the options of service in-house...

24/3,K/222 (Item 1 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

(c) 2003 The Gale Group. All rts. reserv.

01965435 SUPPLIER NUMBER: 18548007

Nexpo '96, II: editorial and advertising systems and electronic publishing.

(includes related article on Freedom System Integrators' addition of Phrasea to its product line) (Industry Trend or Event)

Tribute, Andrew; Edwards, Stephen; Rossello, Rosanne; Drennan, Bill; Fischer, Christina

Seybold Report on Publishing Systems, v25, n21, p3(51)

July 29, 1996

ISSN: 0736-7260

LANGUAGE: English

RECORD TYPE: Fulltext

WORD COUNT: 41501 LINE COUNT: 03239

... p. 42), ECI has linked its system to geographical information, allowing users to search for **items** within a specified radius of their current location. ECI provides ...turn-by- turn directions and dynamically generated maps.

Also like Zip2, ECI provides opportunities for **upselling** --attaching photos, video, sound or additional information for specific **advertisers**. ECI's system is designed to enable online publishers to extend the relationship they have...

24/3,K/223 (Item 2 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

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01947177 SUPPLIER NUMBER: 18383739 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Nexpo '96 preview: something for everyone in Las Vegas. (includes related article on participating companies) (Industry Trend or Event)

Seybold Report on Publishing Systems, v25, n17, p3(22)

May 31, 1996

ISSN: 0736-7260

LANGUAGE: English

RECORD TYPE: Fulltext

WORD COUNT: 19061 LINE COUNT: 01527

... A new feature allows sales representatives to display spec ads on mock newspaper pages for ad visualization and **upselling**.

Gerber SystemsSee Pitman

Graphic Enterprises of Ohio1400

Graphic Enterprises of Ohio will feature enhancements to its whole line of output devices and output management **products**. Highlights include:

GUSS output system. A new version of the Graphics Universal SubSystem supports software...

24/3,K/224 (Item 3 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)
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01937775 SUPPLIER NUMBER: 18287438 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Is there a payoff for service quality? (Microsoft bolsters its customer support operation) (Company Business and Marketing)
Soft-Letter, v12, n18, p1(3)
April 30, 1996
ISSN: 0882-3499 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 694 LINE COUNT: 00059

... users, service performance (which, in the shrink-wrapped software world, usually means tech support) now **ranks** as one of the top two or three checklist **items** for comparing rival vendors. Classical business school theory points to essentially the same trend: When everyone ends up **selling** more or less the same features at roughly the same (low) price, customers usually end...

24/3,K/225 (Item 4 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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01902606 SUPPLIER NUMBER: 17964025 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The pros and cons of merger-mania. (Industry Trend or Event) (Column)
Korostaff, Kathryn
INTERNETWORK, v7, n2, p10(1)
Feb, 1996
DOCUMENT TYPE: Column LANGUAGE: English RECORD TYPE: Fulltext;
Abstract
WORD COUNT: 645 LINE COUNT: 00055

... that they offer a one-stop-shopping alternative that can result in some important benefits:

- * **Buying multiple products** from a single vendor often increases volume **discounts**, which can save significant amounts of money.
- * Minimizing the number of vendors you have service...

24/3,K/226 (Item 5 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

01829544 SUPPLIER NUMBER: 17277589 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Philips Media to spend \$10 million on advertising campaign for CD-i. (CD-i 550 player)
Multimedia Business Report, v4, n24, p3(1)
June 30, 1995
ISSN: 1065-8300 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 495 LINE COUNT: 00043

... increased distribution.

Upselling On The Telephone The company has experienced a success rate of 20% **upselling** a "Roller Controller" to those customers purchasing over the telephone. The Roller Controller is an input device for young children, and the **product** is not **discounted** in the **promotion**.

MBR estimated the installed base for CD-i at 850,000 at the end of...

24/3,K/227 (Item 6 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)
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01719932 SUPPLIER NUMBER: 16190613 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Catalink Direct offers vendors low-cost ads, users low online charges. (new electronic catalog system)

Computer Marketing & Distribution Report, v3, n17, p1(2)
Sept 12, 1994

ISSN: 1071-2488 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 580 LINE COUNT: 00046

... 200 per year, a vendor can have an exclusive electronic catalog page dedicated to its **products**. The vendor can include a picture and **product** information. Catalink offers an 18% **discount** if vendors pay the annual **ad** rate in advance.

Vendors can " **up - sell** " and "cross-sell" on the Catalink system. For example, a printer vendor that has bought...

24/3,K/228 (Item 7 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

01689829 SUPPLIER NUMBER: 15399402 (USE FORMAT 7 OR 9 FOR FULL TEXT)
DPS Typecraft: serving UK newspapers; worldwide 'network' shares technology. (Product Announcement)

Brunner, Laurel

Seybold Report on Publishing Systems, v23, n16, p8(2)
May 10, 1994

DOCUMENT TYPE: Product Announcement ISSN: 0736-7260 LANGUAGE:
ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1750 LINE COUNT: 00147

... the newspaper and gives the customer more choice. And it opens the opportunity to increase **ad** revenues by **selling additional items** that might not otherwise be presented to the customer.

AdSpeed. AdSpeed is the company's...

24/3,K/229 (Item 8 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)
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01604648 SUPPLIER NUMBER: 13962141 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Preview of Nexpo '93 in New Orleans: the latest in newspaper equipment.

Seybold Report on Publishing Systems, v22, n17, p3(13)
May 31, 1993

ISSN: 0736-7260 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 10127 LINE COUNT: 00838

... display ads and support for multiple servers.
Cybergraphic Systems 118

Cybergraphic will show management control **products** to emphasize the importance of enhanced productivity through system control. Capabilities include page element tracking; a report generator; in-terminal costing with **upselling**; and spreadsheet-based rating. Component Manager offers better control of **ad** elements.

Color will be available on Sun terminals. Interfaces to National Digital's NewsEvent picture...

24/3,K/230 (Item 9 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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01533525 SUPPLIER NUMBER: 12624273 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Scrapple: sales tips I squeeged from my brain. (Sales Seminar)
Friesen, Gerry
Teleconnect, v10, n9, p14(2)
Sept, 1992
ISSN: 0740-9354 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1150 LINE COUNT: 00086

... another magazine. I discover his father is my best neighbor. I discover they've got **another product** I was ready to **buy** from another source. At the conclusion of the call I pick up an **ad** in another magazine and save several thousand dollars by buying from him. I also meet...

24/3,K/231 (Item 10 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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01356102 SUPPLIER NUMBER: 08362028 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Branchbanker continues to improve with age. (Software Review) (evaluation)
Monk, Thomas; Landis, Kenneth M.
Computers in Banking, v7, n4, p46(2)
April, 1990
DOCUMENT TYPE: evaluation ISSN: 0742-6496 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1224 LINE COUNT: 00104

...ABSTRACT: by Ampersand Corp. The package's greatest strength is as a tool to present financial **products**, examine **alternatives**, and produce cross- **sell** recommendations, while collecting and logging market research, sales **incentive** and platform productivity data. No price was provided. ... perspective, we found Branchbanker's main strengths lie in its ability to professionally present financial **products**, examine **alternatives**, produce cross- **sell** recommendations and to collect and log market research, sales **incentive**, and platform productivity data.
Although Ampersand believes that the product can be supported by

24/3,K/232 (Item 11 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

01354297 SUPPLIER NUMBER: 08311074 (USE FORMAT 7 OR 9 FOR FULL TEXT)
One source for Europe. (Lotus Development Corp introduces One Source CD-ROM databases on companies in United Kingdom, Europe)
Lotus, v6, n4, p16(2)
April, 1990
ISSN: 8756-7334 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 301 LINE COUNT: 00025

... be available in the second quarter for \$20,000 and \$15,000 per year, respectively. **Discounts** are available when you **buy** multiple subscriptions or **multiple products**.

One Source products come with proprietary Lotus software for screening, analysis, and reporting and are...

24/3,K/233 (Item 12 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

(c) 2003 The Gale Group. All rts. reserv.

01301359 SUPPLIER NUMBER: 07401776 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Upgrade pressure. (the decision to buy upgraded software)

Boucher, Norman

PC-Computing, v2, n7, p154(4)

July, 1989

ISSN: 0899-1847

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 1593 LINE COUNT: 00122

ABSTRACT: Through marketing and **advertising** programs, software companies, are pressuring users of their software to **buy upgraded products**. Many large businesses purchase upgrades of popular programs automatically, for status as well as need...

24/3,K/234 (Item 13 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

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01288568 SUPPLIER NUMBER: 07317943 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Thoroughbred offers VARs discounts, exchange plan. (Thoroughbred Div of Concept Omega)

Computer & Software News, v7, n4, p35(1)

Jan 23, 1989

ISSN: 0745-5291

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 383 LINE COUNT: 00032

... can now offer hardware and software upgrades which include exchanging old hardware for new and **discounts** on software.

The Thoroughbred Division of Concept Omega established the **product upgrade** policy to help VARs **sell** to end users whose business computing needs grow and change over time.

The policy, effective...

24/3,K/235 (Item 14 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

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01132133 SUPPLIER NUMBER: 00652351

Valdocs Plus Upgrades Will Be Free.

Foster, E.

InfoWorld, v7, n41, p14

Oct. 14, 1985

DOCUMENT TYPE: evaluation

ISSN: 0199-6649

LANGUAGE: ENGLISH

RECORD TYPE: ABSTRACT

...ABSTRACT: the Epson QX-10 and Q-16, Valdocs Plus, will receive a guarantee of future **product upgrades** without charge. The Valdocs Plus **sells** for \$349. Although owners of Valdocs 2 will receive a \$49 price **discount** on the same future upgrades the product has been widely criticized for unresolved bugs. Rising...

24/3,K/236 (Item 1 from file: 621)

DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
(c) 2003 The Gale Group. All rts. reserv.

01062023 Supplier Number: 40269142 (USE FORMAT 7 FOR FULLTEXT)

PEOPLE/LINK SERVICES EXPAND

News Release, p1

Jan 18, 1988

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 329

... first Online Shop, "Electronic Travel Agency", opened
its doors this past week. Subscribers can purchase **discounted**
cruises
and tours as well as travel guides, maps, gift items and other travel
related **products**. **Additional** shops **selling**
gift items and software
products will be coming soon.

People/Link is also announcing a...

24/3,K/237 (Item 1 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

(c) 2003 The Gale Group. All rts. reserv.

03426406 Supplier Number: 47056591 (USE FORMAT 7 FOR FULLTEXT)

UNDERSTANDING KIDS: TOP OF MIND MEANS TOP OF MARKET

Selling to Kids, pN/A

Jan 22, 1997

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 994

... their brains. Sports gear maker Nike has been enormously successful
with kids in this area. **Product** design, **promotions**, value-added
premiums, packaging, licensing deals and the creation of branded **products**
that reinforce existing ones can end **up selling** as many **products** as a
traditional **advertising** campaign.

2. Get into their nests

I once interviewed a 10-year-old boy about...

24/3,K/238 (Item 2 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

(c) 2003 The Gale Group. All rts. reserv.

03393394 Supplier Number: 46982575 (USE FORMAT 7 FOR FULLTEXT)

ITALY CENSURED FOR FAULTY APPLICATION OF TWF DIRECTIVE

European Report, pN/A

Dec 18, 1996

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 266

... daily total daily broadcasting time. The proportion may nonetheless
be increased to 20% if the **advertising** includes such things as direct
offers to the public, to **sell**, **buy** or rent **products** or **alternatively**
to provide services. The Italian Decree enacted to apply the EU
broadcasting legislation does not...

24/3,K/239 (Item 3 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

(c) 2003 The Gale Group. All rts. reserv.

03357567 Supplier Number: 46905746 (USE FORMAT 7 FOR FULLTEXT)

LOTUS: Domino.Merchant transforms a web site into a powerful selling engine

M2 Presswire, pN/A

Nov 20, 1996

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 888

... name acquisition, catalog browsing, ordering, credit authorization, settlement, fulfillment (in the case of electronically delivered **products**), tracking, sales analysis and follow-up **selling** and **promotion**. Second, by tightly integrating with Lotus Domino's superior workflow and security features, Domino.Merchant...

24/3,K/240 (Item 4 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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03227707 Supplier Number: 46618089 (USE FORMAT 7 FOR FULLTEXT)

Daewoo Securities Forecasts a 4th Qtr. Rally in Export Issue

Korea Economic Daily, pN/A

August 9, 1996

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 288

... dollar exchange rates showed a meager 3.4 percent increase during the period," said a **ranking** official at Daewoo Securities. "In another good news, US steel manufacturers drew up **selling** prices of their steel **products**, and demand for computers began to rise again, flashing a green light for major domestic...

24/3,K/241 (Item 5 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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03175962 Supplier Number: 46508564 (USE FORMAT 7 FOR FULLTEXT)

Prudential in \$1.2bn payout

Life Insurance International, pN/A

July 1, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 5399

... said. "This would build trust between the agent and the consumer and he could then **buy** more **products**."

Another alternative could be paying level commissions so the agent would lose the **incentive** to make large sales or replace the business. "This way the agent would be paid...

24/3,K/242 (Item 6 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

03137417 Supplier Number: 46422343 (USE FORMAT 7 FOR FULLTEXT)

Establish Layered IS Model Before Move to Managed Care

Physician Manager, v7, n10, pN/A

May 31, 1996

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 827

... HMO practices. One will discuss false information or abusive practices plans use to market and **sell** their **products** , **another** will cover unlawful enrollment **incentives** , and the third will deal with illegal screening practices plans may impose on prospective enrollees...

24/3,K/243 (Item 7 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

(c) 2003 The Gale Group. All rts. reserv.

03131849 Supplier Number: 46408944 (USE FORMAT 7 FOR FULLTEXT)

FEDERAL & STATE BRIEFS

Managed Medicare & Medicaid, v2, n10, pN/A

May 24, 1996

Language: English Record Type: Fulltext

Document Type: Newsletter; Professional Trade

Word Count: 63

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...HMO practices. One bulletin addresses false information or abusive practices HMOs use to market and **sell** their **products** , **another** will cover unlawful enrollment **incentives** , and the third will deal with illegal screening practices plans may impose on prospective enrollees.

24/3,K/244 (Item 8 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

(c) 2003 The Gale Group. All rts. reserv.

03128628 Supplier Number: 46400883 (USE FORMAT 7 FOR FULLTEXT)

MANAGED CARE BRIEFS

Managed Care Week, v6, n19, pN/A

May 20, 1996

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 343

... HMO practices. One will discuss false information or abusive practices plans use to market and **sell** their **products** , **another** will cover unlawful enrollment **incentives** , and the third will deal with illegal screening practices plans may impose on prospective enrollees...

24/3,K/245 (Item 9 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

(c) 2003 The Gale Group. All rts. reserv.

02733606 Supplier Number: 45546836 (USE FORMAT 7 FOR FULLTEXT)

Berry Begins Rollout Of Team Approach To Selling Yellow Pages

Yellow Pages & Directory Report, v11, n9, pN/A

May 17, 1995

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 366

... of L.M. Berry, the broader goal of the approach is to strengthen relationships with **advertisers**, a critical element of Berry's long-term goal of **selling additional products** and services--including telecommunications products--to local businesses.

Separately, Smith noted that revenues at Berry...

24/3,K/246 (Item 10 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

(c) 2003 The Gale Group. All rts. reserv.

02616747 Supplier Number: 45296914 (USE FORMAT 7 FOR FULLTEXT)

1,000% Sales Hike: Clever Cross-merchandising

U.S. Oil Week, v32, n5, pN/A

Jan 30, 1995

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 516

... they were getting a great deal and 44-ounce fountain drink sales jumped 10%.

* Some **promos** are break-even for retailer but help increase sales and get people into habit of **buying one product with another**. Deli-Mart **promo** offering free pastry with 20-ounce coffee resulted in 21% increase in coffee sales and...

24/3,K/247 (Item 11 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

(c) 2003 The Gale Group. All rts. reserv.

02200259 Supplier Number: 44164667 (USE FORMAT 7 FOR FULLTEXT)

FIVE DIET COMPANIES HIT BY FTC FOR FALSE ADVERTISING

Food Labeling News, v2, n2, pN/A

Oct 14, 1993

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 797

... for the program. The proposed consent orders require the companies to disclose all fees when **advertising** their prices, or to list the **additional products** or services that consumers must **buy** to participate in the program.

FTC determined that some diet customers lost even more weight...

24/3,K/248 (Item 12 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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01878769 Supplier Number: 43246918 (USE FORMAT 7 FOR FULLTEXT)

MG, DREYFUS HEDGING DEALS HELP MARKETERS, REFINERS

U.S. Oil Week, v29, n34, pN/A

August 24, 1992
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 516

... re-set your cost off the NYMEX price at a date following the initial deal.

" **Discount** volume contract" deal offers you a **discount** off local rack prices if you agree to **buy additional product** from Dreyfus over next 60-90 days at that same price.

"Leveraged purchase contract" lets...

24/3,K/249 (Item 13 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

01427672 Supplier Number: 41884019 (USE FORMAT 7 FOR FULLTEXT)
Volkswagen only automaker to tie cash to salesmen certification
Auto Retail Report, pN/A
Feb 25, 1991
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 410

... of delays, Toyota launched its "Toyota Pride" sales force certification program with no sign of **incentives** aimed to improve salesmen retention. Salesmen earn recognition for **scoring** 80% or more on annual **product** knowledge tests, meeting or besting regional customer satisfaction scores and **selling** 75 or more cars per year. Certified salesmen receive lapel pins, leather delivery binders, business...

24/3,K/250 (Item 14 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

01243663 Supplier Number: 41291527 (USE FORMAT 7 FOR FULLTEXT)
DELIVERING PRODUCTS ELECTRONICALLY: EDI IN TRANSPORTATION AND DISTRIBUTION
EDI News, v4, n8, pN/A
April 23, 1990
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 1498

... to shut down his production line. Similarly, a retail store manager might be planning a **promotion** contingent upon the receipt of the **advertised goods**.

Another transaction set with great potential is the inquiry.
"Think of the potential of a customer sending..."

24/3,K/251 (Item 15 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

01042223 Supplier Number: 40511527 (USE FORMAT 7 FOR FULLTEXT)
MAJOR SURVEY FINDS THAT CROSS-PROMOTIONS SPUR BOTH RENTAL AND SELLTHROUGH
Video Marketing News, v9, n18, pN/A
Sept 19, 1988

Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 402

... publisher of VMN) latest survey of video specialists. While
retailers named packaging, price and national **advertising** the chief
catalysts of **sell** -through, cross-
promotional **product** tie-ins **ranked** higher than co-op **advertising**
, in-
store contests and TV monitors playing trailer tapes. It fell below
manufacturer rebates, however...

Set	Items	Description
S1	1799	AU=(MUELLER R? OR MUELLER, R?)
S2	2419	PA=(WALKER? OR PRICELINE?)
S3	59304	BUYING OR BUY? ? OR SELL? ? OR SELLING OR TRANSACT? OR TRADING OR TRADE? ? SALE? ?
S4	22	UPSELL? OR UP() (SELL? ? OR SELLING)
S5	2000513	SUPPLEMENTAL? OR ALTERNAT? OR REPLACE? OR ANOTHER OR ADDITIONAL OR MULTIPL? OR SPARE? OR UPGRADE? OR COMPLIMENT?
S6	1422534	PRODUCT? ? OR GOODS OR WARES OR ITEM? ?
S7	34786	RANK? OR SCORE? OR SCORING
S8	135627	OFFER? OR TENDER?
S9	5058	DISCOUNT? OR INCENTIVE?
S10	66142	AD OR ADVERT? OR COUPON OR PROMO? ? OR PROMOTION? ?
S11	14	S4 AND S6
S12	588	S7(5N)S6
S13	7	S12 AND S9
S14	18	S12 AND S10
S15	23	S13 OR S14
S16	22	S15 NOT S11

? show file

File 344:Chinese Patents Abs Aug 1985-2003/Apr

(c) 2003 European Patent Office

File 347:JAPIO Oct 1976-2003/Jul (Updated 031105)

(c) 2003 JPO & JAPIO

File 350:Derwent WPIX 1963-2003/UD,UM &UP=200372

(c) 2003 Thomson Derwent

File 371:French Patents 1961-2002/BOPI 200209

(c) 2002 INPI. All rts. reserv.

11/5/1 (Item 1 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2003 Thomson Derwent. All rts. reserv.

015449907 **Image available**
WPI Acc No: 2003-512049/200348
XRPX Acc No: N03-406336

Online differential rewarding system for promoting online sales, has reward distribution agents to dynamically profile user and query central reward scheme database server to determine whether user meets reward criterion

Patent Assignee: INT BUSINESS MACHINES CORP (IBMC)

Inventor: GARG R; MITTAL P A; MODANI N

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 6571216	B1	20030527	US 2000483603	A	20000114	200348 B

Priority Applications (No Type Date): US 2000483603 A 20000114

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
US 6571216	B1	14	G06F-017/60	

Abstract (Basic): US 6571216 B1

NOVELTY - A central database server stores received reward schemes including reward details, criteria for offering reward to users, nature and quantitative measure of rewards. When a user visits one of the multiple reward distribution agents such as retailer, broker or seller, the user is dynamically profiled and the database server is queried to determine if the user meets a reward criterion for one or more rewards/offers.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is also included for an online method of giving differential rewards to users by electronic system.

USE - For offering targeted or differential discounts on different **products** and services, offering different promotional schemes on different combination of **products**, giving loyalty points, electronically distributing prizes, free samples, **product** warranties, tie-in promotions, cross selling, **upselling**, premiums, memberships, card discounts, organizing contests, sweepstakes, games and offering other similar rewards for promoting on-line sales. Also applicable for online gambling or lottery system.

ADVANTAGE - Enables providing online differential rewards to users in a simple, cost-effective and straight forward manner without the need for distribution of physical cards.

DESCRIPTION OF DRAWING(S) - The figure shows a flow diagram explaining the online differential rewarding process.

pp; 14 DwgNo 5/5

Title Terms: DIFFERENTIAL; SYSTEM; PROMOTE; SALE; REWARD; DISTRIBUTE; AGENT ; DYNAMIC; PROFILE; USER; QUERY; CENTRAL; REWARD; SCHEME; DATABASE; SERVE ; DETERMINE; USER; REWARD; CRITERIA

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

11/5/2 (Item 2 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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015442086 **Image available**
WPI Acc No: 2003-504228/200347
XRPX Acc No: N03-400382

Dynamic sales offer determination method e.g. for discount, involves determining offer for customer based on order information, genetic algorithm or program and historical offer criteria

Patent Assignee: AMOROSSI C (AMOR-I); HEIER J E (HEIE-I); KRISHNA S (KRIS-I); MARKOWITZ T (MARK-I); MUELLER R J (MUEL-I); VAN LUCHENE A S (VLUC-I)

Inventor: AMOROSSI C; HEIER J E; KRISHNA S; MARKOWITZ T; MUELLER R J; VAN LUCHENE A S

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20030083936	A1	20030501	US 2000248234	P	20001114	200347 B
			US 2001993228	A	20011114	

Priority Applications (No Type Date): US 2000248234 P 20001114; US 2001993228 A 20011114

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
US 20030083936	A1	114	G06F-017/60	Provisional application US 2000248234

Abstract (Basic): US 20030083936 A1

NOVELTY - The order information is received from customer. The offer for the customer is determined based on received order information, genetic program or algorithm and historical offer criteria.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (1) method for generating offer rules dynamically;
- (2) device for generating offer rules; and
- (3) computer readable medium for storing program for generating offer rules.

USE - For dynamically determining offers e.g. dynamically priced-**up sell** offer, rebates, discounts, coupon offer, suggestive sell offer, switch-and-save offer and conditional subsidy offer for customer in quick service restaurant, stores and other business location for sales of clothes, groceries and other **goods** and services.

ADVANTAGE - Performance of system increases as transactions are observed. The improved system provides customer makes dynamically priced-**up sell** offers that are more likely to be accepted. Software settings are automatically adjusted to continuously generate incremental improvements in operational and financial performance.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of POS networks.

pp; 114 DwgNo 1/20

Title Terms: DYNAMIC; SALE; OFFER; DETERMINE; METHOD; DISCOUNT; DETERMINE; OFFER; CUSTOMER; BASED; ORDER; INFORMATION; GENETIC; ALGORITHM; PROGRAM; HISTORY; OFFER; CRITERIA

Derwent Class: T01; T05

International Patent Class (Main): G06F-017/60

File Segment: EPI

11/5/3 (Item 3 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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015250993 **Image available**
WPI Acc No: 2003-311919/200330

XRPX Acc No: N03-248363

Webpage display method for e-commerce application, involves matching offer code with corresponding offer text and discount for display

Patent Assignee: LAGNIAPPE MARKETING (LAGN-N)

Inventor: BROHAUGH W; EWRY R; KAVANAGH L

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20030005046	A1	20030102	US 2001295850	P	20010606	200330 B
			US 2002161603	A	20020605	

Priority Applications (No Type Date): US 2001295850 P 20010606; US 2002161603 A 20020605

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20030005046	A1		22	G06F-015/16	Provisional application US 2001295850

Abstract (Basic): US 20030005046 A1

NOVELTY - A cookie identification is matched to a customer number in a customer database table. The embedded source code in a referral uniform resource locator (URL) domain, is matched with the customer number. The source code is matched to an offer code which is then matched to corresponding offer text and discount in an offer code database table to display a webpage.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

- (1) method for generating **upsell products** ;
- (2) method for delivering abandoned cart e-mails;
- (3) method for registering user for e-newsletter;
- (4) method for populating categories of **products** for display;
- (5) method for ranking **products** ; and
- (6) method for displaying offline promotion.

USE - For displaying webpage in computer system e.g. workstation for e-commerce and e-business applications.

ADVANTAGE - The most popular **items** within a category which the user chooses are automatically displayed, thus efficiently serving the user by reducing unnecessary navigation.

DESCRIPTION OF DRAWING(S) - The figure shows the flowchart explaining the webpage display process.

pp; 22 DwgNo 1A/11

Title Terms: DISPLAY; METHOD; APPLY; MATCH; OFFER; CODE; CORRESPOND; OFFER; TEXT; DISCOUNT; DISPLAY

Derwent Class: T01

International Patent Class (Main): G06F-015/16

File Segment: EPI

11/5/4 (Item 4 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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015160222

WPI Acc No: 2003-220750/200321

XRPX Acc No: N03-176164

Customer-specific supplemental information presenting method for bills, involves producing bill having both billing and supplemental information, if specified customer qualifies to receive supplemental information

Patent Assignee: GARDI M E (GARD-I); OUTCALT K W (OUTC-I); TOOHEY A M (TOOH-I)

Inventor: GARDI M E; OUTCALT K W; TOOHEY A M

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20030004872	A1	20030102	US 2001893597	A	20010629	200321 B

Priority Applications (No Type Date): US 2001893597 A 20010629

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
US 20030004872	A1	19	G06F-017/60	

Abstract (Basic): US 20030004872 A1

NOVELTY - The method involves determining whether a customer qualifies to receive supplemental information, based on attributes and characteristics of the customer. If the customer qualifies to receive the supplemental information, a bill is produced having both billing and supplemental information or else the supplemental information is excluded from the bill.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

(1) customer-specific supplemental information presenting system; and

(2) customer-specific supplemental information presenting program product .

USE - For presenting customer-specific supplemental information such as advertisement, **upsell** offer, cross-sell offer with billing information through Internet.

ADVANTAGE - Enables presenting targeted supplemental information along with bill only to selected customers, efficiently.

pp; 19 DwgNo 0/5

Title Terms: CUSTOMER; SPECIFIC; SUPPLEMENTARY; INFORMATION; PRESENT; METHOD; BILL; PRODUCE; BILL; BILL; SUPPLEMENTARY; INFORMATION; SPECIFIED; CUSTOMER; QUALIFY; RECEIVE; SUPPLEMENTARY; INFORMATION

Derwent Class: T01; T05; W01; W02

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): H04K-001/00; H04L-009/00

File Segment: EPI

11/5/5 (Item 5 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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015095754 **Image available**

WPI Acc No: 2003-156272/200315

Related WPI Acc No: 2003-156273

XRPX Acc No: N03-123361

**On-line products or services selling method involves offering for sale
upsell products or services as separate and distinct transaction after
completion of sale of particular product or service to customer**

Patent Assignee: GRAY J (GRAY-I); PETERSON B (PETE-I)

Inventor: GRAY J; PETERSON B

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020156699	A1	20021024	US 2001285536	P	20010420	200315 B
			US 2002125877	A	20020419	

Priority Applications (No Type Date): US 2001285536 P 20010420; US

2002125877 A 20020419

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
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US 20020156699 A1 20 G06F-017/60 Provisional application US 2001285536
Abstract (Basic): US 20020156699 A1

NOVELTY - An acceptance of an offer for sale of a base **product** or service over a website within a global computer network is received, and a sale to the customer is completed. The sale completion is notified to the customer. The **upsell products** or services are then offered for sale as a separate and distinct transaction from the completed base **product** transaction.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

(1) Method of offering for sale **products** or services over global computer network; and

(2) **Products** or services selling system.

USE - For selling **products** or services over global computer network such as Internet.

ADVANTAGE - Promotes **product** specific **upsells** while protecting against abandonment of the base **product** sales, thereby providing increased revenue that results from **upsells** when selling over the Internet. Internet sales is opened to direct response advertisers (DRA) by making Internet sales a multi-step process and by separating base sales from **upsell** sales, thereby encouraging DRAs to advertise website addresses in their overall marketing efforts to increase their profit.

DESCRIPTION OF DRAWING(S) - The figure shows the flowchart illustrating the steps of on-line **products** or services selling process.

pp; 20 DwgNo 1/11

Title Terms: LINE; **PRODUCT** ; SERVICE; SELL; METHOD; OFFER; SALE; **PRODUCT** ; SERVICE; SEPARATE; DISTINCT; TRANSACTION; AFTER; COMPLETE; SALE; **PRODUCT** ; SERVICE; CUSTOMER

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

11/5/6 (Item 6 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014968468 **Image available**

WPI Acc No: 2003-028982/200302

XRPX Acc No: N03-022820

Customer relationship management method for e-commerce related business transaction, involves extracting prospective customer based on property of products , relation between products and customer product purchase history

Patent Assignee: SUPREME SYSTEM CONSULTING KK (SUPR-N); SAKUMA T (SAKU-I)

Inventor: SAKUMA T

Number of Countries: 002 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020128910	A1	20020912	US 200240439	A	20020109	200302 B
JP 2002334201	A	20021122	JP 2001379850	A	20011213	200307

Priority Applications (No Type Date): JP 2001379850 A 20011213; JP 20012479 A 20010110; JP 200160994 A 20010305

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20020128910	A1		32	G06F-017/60	
JP 2002334201	A		23	G06F-017/60	

Abstract (Basic): US 20020128910 A1

NOVELTY - A prospective customer who indicates a demand for a cross-sell, **up - sell** and replacement to a new **product**, is extracted based on the property of **products**, relation between the **products** and the customer **product** purchase history. The prospective customer is displayed on a screen to reveal customers having potential demands.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

- (1) Customer relationship management system; and
- (2) Customer relationship management program.

USE - For electronic commerce related business transactions e.g. inkjet printer and its consumables such as exclusive-use inkjet cartridge and paper, systematically equipped kitchen and dedicated accessories, service of upgrading and installation of an extended disk, extended memory or CPU connected to a PC, also applicable to call centers or other ordinary business dealings.

ADVANTAGE - Enables extracting prospective customers from a well-defined logical viewpoint, while the high hurdles for the intake of customer data and the high cost of customer database structuring are avoided. Allows users to carry out positive outbound marketing with better results.

DESCRIPTION OF DRAWING(S) - The figure shows the block schematic view of customer relationship management system.

pp; 32 DwgNo 1/16

Title Terms: CUSTOMER; RELATED; MANAGEMENT; METHOD; RELATED; BUSINESS; TRANSACTION; EXTRACT; PROSPECTING; CUSTOMER; BASED; PROPERTIES; **PRODUCT**; RELATED; **PRODUCT**; CUSTOMER; **PRODUCT**; PURCHASE; HISTORY

Derwent Class: T01; W01

International Patent Class (Main): G06F-017/60

File Segment: EPI

11/5/7 (Item 7 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014686735 **Image available**

WPI Acc No: 2002-507439/200254

Related WPI Acc No: 1999-590883

XRPX Acc No: N02-401558

Goods or services offer providing method in electronic commerce, involves determining upsell item for transaction based on identity of goods or service of purchased primarily and obtained user's credit information

Patent Assignee: BARKER T B (BARK-I); KATZ R A (KATZ-I); WEST G L (WEST-I); WEST DIRECT INC (WDIR-N)

Inventor: BARKER T B; KATZ R A; WEST G L

Number of Countries: 100 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020055906	A1	20020509	US 9838399	A	19980311	200254 B
			US 2000505619	A	20000216	
			US 2001907724	A	20010717	
WO 200309098	A2	20030130	WO 2002US22616	A	20020716	200310

Priority Applications (No Type Date): US 2001907724 A 20010717; US 9838399 A 19980311; US 2000505619 A 20000216

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes
US 20020055906 A1 33 G06F-017/60 Cont of application US 9838399
CIP of application US 2000505619

WO 200309098 A2 E G06F-000/00

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA
CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN
IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ
OM PH PL PT RO RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG UZ VN YU ZA
ZM ZW

Designated States (Regional): AT BE BG CH CY CZ DE DK EA EE ES FI FR GB
GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SK SL SZ TR TZ UG ZM ZW

Abstract (Basic): US 20020055906 A1

NOVELTY - A credit card information related to a user is obtained using primary transaction data obtained from the user. **Item** for an **upsell** transaction with a customer is determined by the primary transaction data that includes the identity of the good or service of the primary transaction purchase and the user's credit information. The **item** is offered to the prospective customer and an acceptance of the offered **item** is received from the user.

USE - For providing **goods** offer in electronic commerce, telemarketing and for services like pay-per-view sporting event and also used for ATM located in resorts, entertainment facility.

ADVANTAGE - Profitability and probability of commercial transactions are increased with enhancement in user satisfaction.

DESCRIPTION OF DRAWING(S) - The figure shows a simplified flowchart demonstrating **upsell** offering system.

pp; 33 DwgNo 1/12

Title Terms: **GOODS** ; SERVICE; OFFER; METHOD; ELECTRONIC; DETERMINE; **ITEM**
; TRANSACTION; BASED; IDENTIFY; **GOODS** ; SERVICE; PURCHASE; PRIMARY;
OBTAIN; USER; CREDIT; INFORMATION

Derwent Class: T01; T05; W01

International Patent Class (Main): G06F-000/00; G06F-017/60

File Segment: EPI

11/5/8 (Item 8 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014669342 **Image available**

WPI Acc No: 2002-490046/200252

XRPX Acc No: N02-387406

Internet transaction method by using on-screen user interaction programming guide

Patent Assignee: EUBIQUITY INC (EUBI-N)

Inventor: BARKER T B; KATZ R A; WEST G L

Number of Countries: 096 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200237926	A2	20020516	WO 2001US42729	A	20011015	200252 B
AU 200237649	A	20020521	AU 200237649	A	20011015	200260

Priority Applications (No Type Date): US 2000691392 A 20001017

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200237926 A2 E 60 G06F-017/00

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA
CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN
IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ

PH PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW
AU 200237649 A G06F-017/00 Based on patent WO 200237926

Abstract (Basic): WO 200237926 A2

NOVELTY - Method consists in displaying an on-screen programming guide for user interaction, and using the interaction information to determine the offered **goods** or services, such as entertainment. The display is a TV, computer, monitor or flat panel display, and the comms link is a telephone, satellite, digital or Internet connection. The system receives payment information and the offer to the user constitutes an **upsell**.

USE - Method is for e-commerce and telemarketing.

DESCRIPTION OF DRAWING(S) - The figure shows a flow chart for an Internet-based order transaction.

pp; 60 DwgNo 3/12

Title Terms: TRANSACTION; METHOD; SCREEN; USER; INTERACT; PROGRAM; GUIDE

Derwent Class: T01; W01; W02

International Patent Class (Main): G06F-017/00; H04M-000/00

File Segment: EPI

11/5/9 (Item 9 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014613961 **Image available**

WPI Acc No: 2002-434665/200246

Related WPI Acc No: 1998-532192; 1999-190705; 1999-204853; 1999-204854;

1999-204855; 2000-053611; 2000-053613; 2000-328274; 2000-610539;

2001-181019; 2002-096655; 2002-215721; 2002-237036; 2002-582966;

2002-698146; 2003-075336; 2003-656976

XRPX Acc No: N02-342169

Supplementary product sale method for fast food restaurant, involves providing offer to exchange purchased item and corresponding upsell determined from database, for rounded price

Patent Assignee: ALDERUCCI D P (ALDE-I); VAN LUCHENE A S (VLUC-I)

Inventor: ALDERUCCI D P; VAN LUCHENE A S

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020046124	A1	20020418	US 97822709	A	19970321	200246 B
			US 97920116	A	19970826	
			US 9845347	A	19980320	
			US 2001933588	A	20010821	

Priority Applications (No Type Date): US 2001933588 A 20010821; US 97822709

A 19970321; US 97920116 A 19970826; US 9845347 A 19980320

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20020046124	A1		23	G06F-017/60	CIP of application US 97822709
					CIP of application US 97920116
					CIP of application US 9845347

Abstract (Basic): US 20020046124 A1

NOVELTY - An **upsell** corresponding to a purchased **item** is determined by accessing a database. A rounded price for the **item** and the **upsell** is determined to provide an offer for exchanging the **item** and the **upsell** for the rounded price.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

- (1) Supplementary **product** sale apparatus;
- (2) Supplementary **product** sale system;
- (3) Supplementary **product** determining method;
- (4) Data generating method for supplemental **product** offer; and
- (5) Computer-readable medium storing supplementary **product** record.

USE - For selling supplementary **products** with main **product** in fast food restaurant, quick service restaurant, etc.

ADVANTAGE - The manager is enabled to make centralized decision and control **items** being offered as **upsells** by having the multiple point-of-sales terminals throughout the restaurant.

DESCRIPTION OF DRAWING(S) - The figure shows a flow chart illustrating method for providing supplementary **product** sale at a POS terminal.

pp; 23 DwgNo 9/10

Title Terms: SUPPLEMENTARY; **PRODUCT** ; SALE; METHOD; FAST; FOOD; RESTAURANT ; OFFER; EXCHANGE; PURCHASE; **ITEM** ; CORRESPOND; DETERMINE; DATABASE; ROUND; PRICE

Derwent Class: T01; T05

International Patent Class (Main): G06F-017/60

File Segment: EPI

11/5/10 (Item 10 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014401306 **Image available**

WPI Acc No: 2002-222009/200228

XRPX Acc No: N02-170508

Guaranteeing method for manufactured industrial products marketed to common users, involves setting up selling data when marketing the product such that product is guaranteed based on guarantee data

Patent Assignee: NIPPON DENKI FIELD SERVICE KK (NIDE)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2002041608	A	20020208	JP 2000223931	A	20000725	200228 B

Priority Applications (No Type Date): JP 2000223931 A 20000725

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2002041608	A		12	G06F-017/60	

Abstract (Basic): JP 2002041608 A

NOVELTY - Guarantee data are generated for every industrial **product** produced by a manufacturer. The guarantee data are registered at a homepage. Selling data, which correspond to the guarantee data, are set up when marketing the **product** to common users such that the **product** is guaranteed based on the guarantee data.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (a) a data processing method;
- (b) a data processor;
- (c) a data communication unit;
- (d) a data communication system;
- (e) an information storage medium.

USE - For manufactured industrial **products** marketed to common

users.

ADVANTAGE - Enables utilization of **product** guarantee even if a common user loses a guarantee.

DESCRIPTION OF DRAWING(S) - The figure shows the logic structure of a data processor.

pp; 12 DwgNo 1/7

Title Terms: GUARANTEE; METHOD; MANUFACTURE; INDUSTRIAL; **PRODUCT** ; COMMON; USER; SET; UP; SELL; DATA; MARKET; **PRODUCT** ; **PRODUCT** ; GUARANTEE; BASED ; GUARANTEE; DATA

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

11/5/11 (Item 11 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014016978 **Image available**

WPI Acc No: 2001-501192/200155

XRPX Acc No: N01-371577

Structured methodology for creating product information-classification by instantiating a particular abstract product and assigning values to attributes defined in the abstract product

Patent Assignee: INT BUSINESS MACHINES CORP (IBMC)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
RD 439138	A	20001110	RD 2000439138	A	20001020	200155 B

Priority Applications (No Type Date): RD 2000439138 A 20001020

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
RD 439138	A	2	G06F-000/00	

Abstract (Basic): RD 439138 A

NOVELTY - Abstract **products** represent some common attributes.

Products are the tangible **product** sold or service provided to customers through operating an electronic catalog by instantiating a particular abstract **product** and assigning values to attributes defined in the abstract **product**. Association and merchandising represent **up selling** cross selling, specials and so on. Aggregation (composition) and **product** bundling/packaging is a method for grouping **products** and selling them as a group.

USE - For providing a structured approach to creation of **product** information taxonomies, also know as **product** classification that is a concise specification of the meta-data needed to build **product** information databases especially for electronic catalogs used in e-business.

ADVANTAGE - Allows any organization to create a **product** taxonomy that defines their **product** set.

DESCRIPTION OF DRAWING(S) - The drawing shows a flowchart of the **product** oriented information collection according to described methodology.

pp; 2 DwgNo 1/1

Title Terms: STRUCTURE; **PRODUCT** ; INFORMATION; CLASSIFY; ABSTRACT; **PRODUCT** ; ASSIGN; VALUE; ATTRIBUTE; DEFINE; ABSTRACT; **PRODUCT**

Derwent Class: T01

International Patent Class (Main): G06F-000/00

File Segment: EPI

11/5/12 (Item 12 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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013906072
WPI Acc No: 2001-390285/200141
XRPX Acc No: N01-287174

Method of processing return of product by customer to retailer through agent by inspecting by agent product for functionality, damage and completeness and verifying returned product against retailer's acceptance policy

Patent Assignee: CLICKRETURNS.COM (CLIC-N); MORIN J (MORI-I); ROMAN A (ROMA-I)

Inventor: MORIN J; ROMAN A

Number of Countries: 086 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200145010	A1	20010621	WO 2000US33911	A	20001214	200141 B
AU 200121006	A	20010625	AU 200121006	A	20001214	200162
US 20020010634	A1	20020124	US 99171027	P	19991215	200210
			US 2000733236	A	20001208	

Priority Applications (No Type Date): US 99171027 P 19991215; US 2000733236 A 20001208

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200145010 A1 E 13 G06F-017/60

Designated States (National): AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ VN YU ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200121006 A G06F-017/60 Based on patent WO 200145010

US 20020010634 A1 G06F-017/60 Provisional application US 99171027

Abstract (Basic): WO 200145010 A1

NOVELTY - An agent's site provides instructions to a customer for shipping a **product** back to the agent for it and inspection for shipping damage, functionality, damage and completeness. The agent also verifies the returned **product** against the retailer's acceptance policy for notifying the retailer of the return. The agent disposes the returned **product**.

USE - For returns processing and returns disposition including resale of **product** returns via auction over the Internet.

ADVANTAGE - Enables reverse logistics processing system using alternative methods of disposition and on-line suggestive **up - selling** techniques that addresses the growing problem of processing returns online.

pp; 13 DwgNo 0/0

Title Terms: METHOD; PROCESS; RETURN; **PRODUCT** ; CUSTOMER; RETAIL; THROUGH; AGENT; INSPECT; AGENT; **PRODUCT** ; FUNCTION; DAMAGE; COMPLETE; VERIFICATION; RETURN; **PRODUCT** ; RETAIL; ACCEPT

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

11/5/13 (Item 13 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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013466706 **Image available**
WPI Acc No: 2000-638649/200062
XRPX Acc No: N00-473748

Web-based on-line store, for enabling custom configuration of a computer system, according to an identification of a user belonging to a prescribed customer set

Patent Assignee: DELL USA LP (DELL-N)
Inventor: HEFELE A; NOTZ J W; HEFELE A M
Number of Countries: 010 Number of Patents: 010
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
AU 9941055	A	20001012	AU 9941055	A	19990722	200062 B
FR 2792434	A1	20001020	FR 20003242	A	20000314	200062
DE 10014446	A1	20001116	DE 1014446	A	20000323	200065
CN 1270365	A	20001018	CN 99124976	A	19991223	200103
GB 2352067	A	20010117	GB 20005904	A	20000310	200105
JP 2000306002	A	20001102	JP 99229932	A	19990816	200106
BR 200001477	A	20010313	BR 20001477	A	20000330	200118
KR 2000067770	A	20001125	KR 9936085	A	19990828	200130
SG 90722	A1	20020820	SG 20001606	A	20000321	200277
TW 498237	A	20020811	TW 99117245	A	19991006	200331

Priority Applications (No Type Date): US 99290027 A 19990409

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
AU 9941055	A		32	G06F-017/60	
FR 2792434	A1			G06F-017/60	
CN 1270365	A			G06F-017/60	
GB 2352067	A			G06F-017/60	
JP 2000306002	A	12		G06F-017/60	
BR 200001477	A			G06F-017/60	
KR 2000067770	A			G06F-017/60	
SG 90722	A1			G06F-017/60	
TW 498237	A			G06F-017/60	

Abstract (Basic): AU 9941055 A

NOVELTY - A Web-based on-line store (10) enables a customer to select a computer system, customize the system, and price the **product**. A shopping cart (20) temporarily stores the customer configured system. An interactive **up - sell** advisor (21) provides a higher-grade **product** recommendation to the customer via the cart.

USE - For the custom configuration of a computer system.

ADVANTAGE - Provides a high-quality buying experience.

DESCRIPTION OF DRAWING(S) - The figure is a block diagram of a Web-based on-line store.

Web-based on-line store (10)

Shopping cart (20)

Up - sell advisor (21)

Checkout (22)

pp; 32 DwgNo 1/7

Title Terms: WEB; BASED; LINE; STORAGE; ENABLE; CUSTOM; CONFIGURATION;
COMPUTER; SYSTEM; ACCORD; IDENTIFY; USER; BELONG; PRESCRIBED; CUSTOMER;
SET

Derwent Class: T01

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G06F-003/00; G06F-017/30

File Segment: EPI

11/5/14 (Item 14 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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012784657 **Image available**
WPI Acc No: 1999-590883/199950
Related WPI Acc No: 2002-507439
XRPX Acc No: N99-435845

Goods selection method utilizing electronic communication device in
telemarketing

Patent Assignee: KATZ R A (KATZ-I); WEST DIRECT INC (WDIR-N); TELEBUYER LLC
(TELE-N)

Inventor: BARKER T B; KATZ R A; WEST G L

Number of Countries: 022 Number of Patents: 005

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 9946706	A1	19990916	WO 99US4179	A	19990226	199950 B
US 6055513	A	20000425	US 9838399	A	19980311	200027
EP 1062610	A1	20001227	EP 99908490	A	19990226	200102
			WO 99US4179	A	19990226	
JP 2002507028	W	20020305	WO 99US4179	A	19990226	200220
			JP 2000536020	A	19990226	
US 20030130904	A1	20030710	US 9838399	A	19980311	200347
			US 2000505619	A	20000216	
			US 2002294024	A	20021112	

Priority Applications (No Type Date): US 9838399 A 19980311; US 2000505619
A 20000216; US 2002294024 A 20021112

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
WO 9946706	A1	E	93 G06F-017/60	
			Designated States (National): CA JP	
			Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE	
EP 1062610	A1	E	G06F-017/60	Based on patent WO 9946706
			Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LI LU MC NL PT SE	
JP 2002507028	W		76 G06F-017/60	Based on patent WO 9946706
US 20030130904	A1		G06F-017/60	Cont of application US 9838399 Cont of application US 2000505619 Cont of patent US 6055513

Abstract (Basic): WO 9946706 A1

NOVELTY - Based on the primary transaction data, identity of **goods** or service of the primary transaction and secondary data element, minimum of one **item** for prospective **upsell** transaction with the prospective customer, is determined. The **item** that has been determined for prospective **upsell** transaction is offered to the prospective customer in real time during the course of communication.

DETAILED DESCRIPTION - Primary transaction data is obtained by establishing communication via electronic communication device between the user and the system for purpose of primary transaction and also determines identity of the prospective customer. Secondary data element is then obtained relating to the user for the **upsell** determination. An INDEPENDENT CLAIM is also included for **goods** selection system.

USE - For selecting **goods** utilizing electronic communication device, such as telephone, videophone or customer in telemarketing.

ADVANTAGE - Multiple actions may be taken in one transaction hence

increases the probability and profitability of commercial transactions.
Permits user of web or other electronic system to interact with
operator and hence provides automatic shipping and billing.

DESCRIPTION OF DRAWING(S) - The figure shows flowchart explaining
aspects of the **upsell** system.

pp; 93 DwgNo 1/10

Title Terms: **GOODS** ; SELECT; METHOD; UTILISE; ELECTRONIC; COMMUNICATE;
DEVICE

Derwent Class: S04; T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

?

16/5/1 (Item 1 from file: 347)
DIALOG(R)File 347:JAPIO
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05107947 **Image available**
AD -CONVERTER BUILT-IN MICROCOMPUTER

PUB. NO.: 08-063447 [JP 8063447 A]
PUBLISHED: March 08, 1996 (19960308)
INVENTOR(s): SEKIGUCHI MUNEHIO
APPLICANT(s): SANYO ELECTRIC CO LTD [000188] (A Japanese Company or Corporation), JP (Japan)
APPL. NO.: 06-196687 [JP 94196687]
FILED: August 22, 1994 (19940822)
INTL CLASS: [6] G06F-015/78; G01R-031/316; H03M-001/10
JAPIO CLASS: 45.4 (INFORMATION PROCESSING -- Computer Applications); 42.4 (ELECTRONICS -- Basic Circuits); 46.2 (INSTRUMENTATION -- Testing)
JAPIO KEYWORD:R087 (PRECISION MACHINES -- Automatic Banking); R131 (INFORMATION PROCESSING -- Microcomputers & Microprocessors)

ABSTRACT

PURPOSE: To improve the total yield by reducing the measurement cost and shortening the measurement time, and facilitating the **ranking** of **products** in a conversion permissible error range.

CONSTITUTION: The microcomputer in which an **AD** converter 2 is built inputs an analog signal, a conversion expected value A of the input analog signal, and a conversion error value N showing the permissible range of the conversion error of the **AD** converter at 1st, 2nd, and 3rd input terminals. In the microcomputer, the error between the converted value B obtained by converting the analog signal inputted to the 1st input terminal by the **AD** converter and the conversion expected value A inputted to the 2nd input terminal is calculated and it is decided whether or not the calculated error is in the permissible error range N inputted to the 3rd input terminal.

16/5/2 (Item 1 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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015582986 **Image available**
WPI Acc No: 2003-645143/200361
XRPX Acc No: N03-513227

Bid web ranking method for controlling online advertising campaign, involves calculating maximum acceptable bid for each search term, based on collected data and parameters relating to advertiser 's economic factors

Patent Assignee: SKINNER C J (SKIN-I)
Inventor: SKINNER C J
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20030105677	A1	20030605	US 2001336741	P	20011130	200361 B
			US 2002307314	A	20021202	

Priority Applications (No Type Date): US 2001336741 P 20011130; US 2002307314 A 20021202

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes
US 20030105677 A1 14 G06F-017/60 Provisional application US 2001336741
Abstract (Basic): US 20030105677 A1

NOVELTY - The Internet activity of a user is tracked, when the user enters a search term. Maximum acceptable bid for each search term is calculated, based on collected data about internal activity of the user and parameters relating to **advertiser** 's economic factors. Competitor's bids on the search term are monitored and desired ranking is obtained.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (1) automatic web ranking system; and
- (2) computer program **product** for automated web **ranking** .

USE - For evaluating and controlling online **advertising** campaign, through Internet.

ADVANTAGE - Enables **advertiser** to reduce bid gaps. Allows a subscriber to control **advertising** budget effectively.

DESCRIPTION OF DRAWING(S) - The figure shows the flowchart of bid web ranking method.

pp; 14 DwgNo 3/6

Title Terms: BID; WEB; RANK; METHOD; CONTROL; **ADVERTISE** ; CAMPAIGN; CALCULATE; MAXIMUM; ACCEPT; BID; SEARCH; TERM; BASED; COLLECT; DATA; PARAMETER; RELATED; ECONOMY; FACTOR

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

16/5/3 (Item 2 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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015330248 **Image available**

WPI Acc No: 2003-391183/200337

XRPX Acc No: N03-312433

Information item evaluating device for creating and delivering information tailored or analyzed for user-defined purpose, has relationship definitions each having validity representing assessment of correctness of assignment

Patent Assignee: CLARK B C (CLAR-I); MOSQUERA L A (MOSQ-I); STANSBURY P (STAN-I); STEWARD D (STEW-I)

Inventor: CLARK B C; MOSQUERA L A; STANSBURY P; STEWARD D

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 6505202	B1	20030107	US 9895925	P	19980804	200337 B
			US 99368438	A	19990804	

Priority Applications (No Type Date): US 9895925 P 19980804; US 99368438 A 19990804

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes
US 6505202 B1 29 G06F-017/30 Provisional application US 9895925

Abstract (Basic): US 6505202 B1

NOVELTY - The device has relationship definitions (307), each having a validity representing an assessment of correctness of an assignment. The assignment for a second evaluation value has validity defined for a relationship. An evaluator processes an information item in terms of a match between evaluation values assigned to a profile and

evaluation values assigned to the information item.

DETAILED DESCRIPTION - Evaluation value definitions (305) define the evaluation values, while the relationship definitions define the relationships between the evaluation values. The defined relationship relates a first evaluation value to the second evaluation value. An assignor designates one or more evaluation values to the information item or profile. When the assigned evaluation value is the first evaluation value in a relationship, the second evaluation value in the relationship is assigned to the information item or profile. An INDEPENDENT CLAIM is also included for the customized output producing apparatus for items of information.

USE - For creating customer profile to target **advertising** and services offered to clients over the Internet.

ADVANTAGE - Provides ratings and validities which are used to produce **scores** for information **items**. Enables a system to select information **items** using produced **scores**. Enables system to automatically alter profile in response to feedback from recipient, and automatically save feedback as information items. Ensures that properties can be defined by anyone, in which all the definer has to do is give the property a name and define a range of values for it. Provides ratings that give property manager a way of quantifying the relevance of an information item to a property-value combination or the relevance of property-value combination to information item or profile. Provides validities that provide a way of indicating the property manager's confidence in assignment of property-value combination to information item or profile. Enables property manager to define and redefine properties and values at any time.

DESCRIPTION OF DRAWING(S) - The figure shows a conceptual diagram in which the strategies and properties are defined and properties are assigned to information items and to recipients.

Evaluation value definitions (305)

Relationship definitions (307)

pp; 29 DwgNo 3/16

Title Terms: INFORMATION; ITEM; EVALUATE; DEVICE; DELIVER; INFORMATION;
TAILORED; ANALYSE; USER; DEFINE; PURPOSE; RELATED; DEFINE; VALID;
REPRESENT; ASSESS; CORRECT; ASSIGN

Derwent Class: T01

International Patent Class (Main): G06F-017/30

International Patent Class (Additional): G06F-007/00

File Segment: EPI

16/5/4 (Item 3 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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015310092 **Image available**

WPI Acc No: 2003-371026/200335

XRPX Acc No: N03-295902

Context relevant indexing concepts scoring method in Internet searching, involves classifying collected documents to set of indexing concepts and scoring each indexing concept according to relevancy of concept to documents

Patent Assignee: LINGOMOTORS INC (LING-N)

Inventor: DAGAN I; FUKS A; PAVLOVITZ O; YELLIN I

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20030018659	A1	20030123	US 2001275839	P	20010314	200335 B
			US 200299904	A	20020313	

Priority Applications (No Type Date): US 2001275839 P 20010314; US
200299904 A 20020313

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes
US 20030018659 A1 17 G06F-017/30 Provisional application US 2001275839
Abstract (Basic): US 20030018659 A1

NOVELTY - Documents are collected and classified to a set of
indexing concepts. Each indexing concept is scored according to the
relevancy of the indexing concept to the collected documents.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the
following:

- (1) method for scoring propositions for relevancy in context;
- (2) method for real-time targeting of **advertisements** to viewers;
- (3) system including computer and associated memory for scoring
indexing concepts for relevancy in context;
- (4) computer program **product** for **scoring** indexing concepts for
relevancy in context;
- (5) computer program **product** for **scoring** propositions for
relevancy in context; and
- (6) computer program product for real-time targeting of
advertisements to viewers.

USE - Used for document search on Internet, including searching of
books, letters, pictures, articles, TV news, TV shows, radio programs,
cookie files, etc.

ADVANTAGE - Enables performing dynamic categories selection, hence
improving the scoring process of categories.

DESCRIPTION OF DRAWING(S) - The figure shows the flowchart
illustrating context relevant indexing concepts scoring method.

pp; 17 DwgNo 2/6

Title Terms: CONTEXT; RELEVANT; INDEX; CONCEPT; SCORE; METHOD; SEARCH;
CLASSIFY; COLLECT; DOCUMENT; SET; INDEX; CONCEPT; SCORE; INDEX; CONCEPT;
ACCORD; CONCEPT; DOCUMENT

Derwent Class: T01

International Patent Class (Main): G06F-017/30

International Patent Class (Additional): G06F-007/00; G06F-015/00;

G06F-017/00; G06F-017/21; G06F-017/24

File Segment: EPI

16/5/5 (Item 4 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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015301897 **Image available**

WPI Acc No: 2003-362831/200334

XRPX Acc No: N03-289847

**Web page generation method for advertisement , involves comparing score
for each product to determine product with promising profit from
sales and writing code to identify product in data structure**

Patent Assignee: INT BUSINESS MACHINES CORP (IBMC)

Inventor: CROMER D C; LOCKER H J; WARD J P

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20030046156	A1	20030306	US 2001943344	A	20010830	200334 B

Priority Applications (No Type Date): US 2001943344 A 20010830

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes
US 20030046156 A1 23 G06F-017/60

Abstract (Basic): US 20030046156 A1

NOVELTY - A **score** is generated for each **product**, from data about profit from sales. The **score** for each **product** is compared to determine product with promising profit from sales. A code for identifying the product with promising profit from sales, is written in a selection data structure.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (1) web page communication system; and
- (2) computer readable medium storing **advertisement** information generation program.

USE - For generating web page with **advertisement** information of products offered for sale.

ADVANTAGE - Facilitates preparation of web page **advertising** effectively.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of the web page generation system.

pp; 23 DwgNo 1/20

Title Terms: WEB; PAGE; GENERATE; METHOD; **ADVERTISE**; COMPARE; SCORE; PRODUCT; DETERMINE; PRODUCT; PROFIT; SALE; WRITING; CODE; IDENTIFY; PRODUCT; DATA; STRUCTURE

Derwent Class: T01; T05; U14; W01

International Patent Class (Main): G06F-017/60

File Segment: EPI

16/5/6 (Item 5 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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015258932 **Image available**

WPI Acc No: 2003-319861/200331

XRPX Acc No: N03-255080

Server computer for internet shopping system, prepares banner advertisement content data based on sales data of goods, and distributes it to server computer of site relevant to corresponding goods

Patent Assignee: TOSHIBA KK (TOKE)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2003030525	A	20030131	JP 2001209734	A	20010710	200331 B

Priority Applications (No Type Date): JP 2001209734 A 20010710

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 2003030525	A	13	G06F-017/60	

Abstract (Basic): JP 2003030525 A

NOVELTY - A sales table (T7) stores sales data containing marketing date of goods. The unit sales of quotient assortment is analyzed based on the stored sales data, and the sales **ranking** for the **goods** is acquired. The banner **advertisement** content data for the **ranked goods** are prepared. A distribution unit linked to the information page of the servers (5,6), distributes the **advertisement** data to servers.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (1) renewal system of banner **advertisement** distribution; and
- (2) banner **advertisement** distribution method.

USE - For internet shopping system.

ADVANTAGE - Since the banner **advertisement** data is distributed

automatically, the appropriate banner **advertisement** of newest goods can be put up in the homepage of the related site.

DESCRIPTION OF DRAWING(S) - The figure shows a block diagram of the renewal system of banner **advertisement** distribution. (Drawing includes non-English language text).

servers (5,6)

sales table (T7)

pp; 13 DwgNo 1/16

Title Terms: SERVE; COMPUTER; SHOPPING; SYSTEM; PREPARATION; BANNER;

ADVERTISE ; CONTENT; DATA; BASED; SALE; DATA; GOODS; DISTRIBUTE; SERVE;

COMPUTER; SITE; RELEVANT; CORRESPOND; GOODS

Derwent Class: T01

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G06F-013/00

File Segment: EPI

16/5/7 (Item 6 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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015138886 **Image available**

WPI Acc No: 2003-199412/200319

Related WPI Acc No: 2001-327720; 2002-048793; 2002-105680; 2003-120213;

2003-203316; 2003-362948; 2003-710850

XRPX Acc No: N03-158619

Internet based database search apparatus includes search engine to search database in which search list, search items , bid rank and desired rank for advertisers are stored

Patent Assignee: OVERTURE SERVICES INC (OVER-N); OVERTURE SERVICE CORP

(OVER-N); CHEUNG D D (CHEU-I); DAVIS D J (DAVI-I); SINGH N P (SING-I);

SOULANILLE T A (SOUL-I)

Inventor: CHEUNG D D; DAVIS D J; SINGH N P; SOULANILLE T A; DOUGH M C D;

PAL S N

Number of Countries: 101 Number of Patents: 010

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020169760	A1	20021114	US 99322677	A	19990528	200319 B
			US 2001911674	A	20010724	
			US 2001922028	A	20010803	
EP 1282060	A2	20030205	EP 2002255466	A	20020805	200319
FR 2828310	A1	20030207	FR 20029909	A	20020802	200319
DE 10235429	A1	20030320	DE 1035429	A	20020802	200321
CA 2396501	A1	20030203	CA 2396501	A	20020801	200323
WO 200314865	A2	20030220	WO 2002US23502	A	20020724	200324
GB 2381345	A	20030430	GB 200218132	A	20020805	200331
KR 2003013333	A	20030214	KR 200245944	A	20020803	200339
CN 1407487	A	20030402	CN 2002147281	A	20020803	200345
JP 2003233684	A	20030822	JP 2002260581	A	20020802	200364

Priority Applications (No Type Date): US 2001922028 A 20010803; US 99322677

A 19990528; US 2001911674 A 20010724

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

US 20020169760 A1 73 G06F-007/00 Cont of application US 99322677

CIP of application US 2001911674

Cont of patent US 6269361

EP 1282060 A2 E G06F-017/60

Designated States (Regional): AL AT BE BG CH CY CZ DE DK EE ES FI FR GB

GR IE IT LI LT LU LV MC MK NL PT RO SE SI SK TR

FR 2828310 A1 G06F-017/60

DE 10235429 A1 G06F-017/60
CA 2396501 A1 E G06F-017/30
WO 200314865 A2 E G06F-000/00

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA
CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN
IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ
OM PH PL PT RO RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG UZ VN YU ZA
ZM ZW

Designated States (Regional): AT BE BG CH CY CZ DE DK EA EE ES FI FR GB
GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SK SL SZ TR TZ UG ZM ZW

GB 2381345 A G06F-017/60
KR 2003013333 A G06F-017/30
CN 1407487 A G06F-017/30
JP 2003233684 A 195 G06F-017/60

Abstract (Basic): US 20020169760 A1

NOVELTY - A search engine searches a database comprising a search list which includes search term specified by the **advertiser** and bid rank associated with the search term. The bid rank includes maximum cost per click chargeable to the **advertiser** and rank desired by the **advertiser**.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

- (1) Method for managing search listing in database;
- (2) System for managing search listing in database;
- (3) Method of generating a search result list;
- (4) Method of enabling network information provider to update information;
- (5) Method of determining cost per click and search listings to be associated with each rank position of a search result display; and
- (6) Database search system.

USE - Internet based database search apparatus.

ADVANTAGE - Reduces workload on **advertisers** to maintain economic position by detecting cost per click (CPC) for search items and notifying CPC to **advertisers** based on interaction of users with the search items over the internet.

DESCRIPTION OF DRAWING(S) - The figure shows the chart of menus, display screens and input screens in the database search apparatus.

pp; 73 DwgNo 2/39

Title Terms: BASED; DATABASE; SEARCH; APPARATUS; SEARCH; ENGINE; SEARCH; DATABASE; SEARCH; LIST; SEARCH; ITEM; BID; RANK; RANK; STORAGE

Derwent Class: P85; T01

International Patent Class (Main): G06F-000/00; G06F-007/00; G06F-017/30; G06F-017/60

International Patent Class (Additional): G09F-019/00; H04L-012/16

File Segment: EPI; EngPI

16/5/8 (Item 7 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014898406 **Image available**

WPI Acc No: 2002-719112/200278

XRPX Acc No: N02-567803

Demand forecasting and sales promotion method for retail store, involves ranking goods based on sales data and analyzing data obtained from point of sale terminal, based on which demand forecast is performed

Patent Assignee: DAINIPPON PRINTING CO LTD (NIPQ)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2002304508	A	20021018	JP 2001108086	A	20010406	200278 B

Priority Applications (No Type Date): JP 2001108086 A 20010406

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2002304508	A		8	G06F-017/60	

Abstract (Basic): JP 2002304508 A

NOVELTY - The **goods** are **ranked** based on the obtained sales data. The data obtained from a point of sale terminal, corresponding to each week, is analyzed. A demand forecast is performed based on the analysis and ranking results.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is included for demand forecasting and sales **promotion** system.

USE - For retail stores.

ADVANTAGE - Sale of goods is promoted effectively.

DESCRIPTION OF DRAWING(S) - The figure explains demand forecasting and sales **promotion** method. (Drawing includes non-English language text).

pp; 8 DwgNo 2/8

Title Terms: DEMAND; FORECAST; SALE; PROMOTE; METHOD; RETAIL; STORAGE; RANK ; GOODS; BASED; SALE; DATA; DATA; OBTAIN; POINT; SALE; TERMINAL; BASED; DEMAND; FORECAST; PERFORMANCE

Derwent Class: T01; T05

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G06F-019/00; G07G-001/12

File Segment: EPI

16/5/9 (Item 8 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014774002 **Image available**

WPI Acc No: 2002-594708/200264

XRPX Acc No: N02-472108

Advertising **method for promoting new product , involves ranking users based on time taken to input PR sentence of advertisement using mobile telephone**

Patent Assignee: KITAMURA K (KITA-I)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2002203172	A	20020719	JP 2000401876	A	20001228	200264 B

Priority Applications (No Type Date): JP 2000401876 A 20001228

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2002203172	A		7	G06F-017/60	

Abstract (Basic): JP 2002203172 A

NOVELTY - A PR sentence for an **advertisement** is transmitted to a mobile telephone. The time taken by a user to input the PR sentence in a telephone is transmitted to a host along with user identification information. Similar inputs received from the users are ranked based on the input duration, and the identified users are informed of the ranking.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the

following:

- (1) **Advertising** system;
- (2) Host; and
- (3) Input terminal.

USE - For promoting new products.

ADVANTAGE - Enables **advertising** the product name, PR sentence effectively, by using the input terminals.

DESCRIPTION OF DRAWING(S) - The figure shows the display screen of the mobile telephone. (Drawing includes non-English language text).
pp; 7 DwgNo 6/6

Title Terms: **ADVERTISE** ; METHOD; PROMOTE; NEW; PRODUCT; RANK; USER; BASED; TIME; INPUT; SENTENCE; **ADVERTISE** ; MOBILE; TELEPHONE

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

16/5/10 (Item 9 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014638720 **Image available**

WPI Acc No: 2002-459424/200249

XRPX Acc No: N02-362514

Internet based advertising system ranks each item of advertising content obtained from internet browsing software based on the usage of the content

Patent Assignee: KOKUSAI MYCON SERVICE KK (KOKU-N)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2002133286	A	20020510	JP 2000366251	A	20001024	200249 B

Priority Applications (No Type Date): JP 2000366251 A 20001024

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 2002133286	A		3 G06F-017/60	

Abstract (Basic): JP 2002133286 A

NOVELTY - An **advertiser** inserts an **advertisement** on the internet. An information provider **ranks** each **item** of an **advertising** content obtained from an internet browsing software based on the usage of the contents. The display of the **advertising** content is dynamically performed based on the browsing person's designation.

USE - For internet **advertisement** .

ADVANTAGE - Saves labor and time required for accessing the internet **advertisement** , as the **advertising** content is ranked, based on the usage of the **advertising** content. Enables providing fine service to the browsing person without cost.

DESCRIPTION OF DRAWING(S) - The figure shows the preparation screen of internet **advertisement** with indication rank. (Drawing includes non-English language text).

pp; 3 DwgNo 2/4

Title Terms: BASED; **ADVERTISE** ; SYSTEM; RANK; ITEM; **ADVERTISE** ; CONTENT; OBTAIN; SOFTWARE; BASED; CONTENT

Derwent Class: T01

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G06F-013/00; G06F-017/30

File Segment: EPI

16/5/11 (Item 10 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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014209194 **Image available**
WPI Acc No: 2002-029891/200204
XRPX Acc No: N02-023166

Goods price estimation method for online shopping, involves calculating discount price related to selected or classified goods based on displayed information, when individual selling of both goods is judged

Patent Assignee: OKI ELECTRIC IND CO LTD (OKID)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2001265991	A	20010928	JP 200084715	A	20000322	200204 B

Priority Applications (No Type Date): JP 200084715 A 20000322

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 2001265991	A		9 G06F-017/60	

JP 2001265991 A 9 G06F-017/60

Abstract (Basic): JP 2001265991 A

NOVELTY - The purchase price and selling price are displayed based on the goods selected by customer. The **goods** related to sales **promotion ranking** are classified. The **discount** price is related to selected classified goods, is calculated based on displayed information, when individual purchase of selected and classified goods from particular terminal is judged.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is also included for goods price estimation system.

USE - For estimating goods price in online shopping.

ADVANTAGE - Since the goods are sold at the **discount** price, the customer's goods purchase volition is stimulated. Promotes the sale of special goods by avoiding unnecessary goods buying.

DESCRIPTION OF DRAWING(S) - The figure shows the flowchart explaining the goods price estimation method. (Drawing includes non-English language text).

pp; 9 DwgNo 4/8

Title Terms: GOODS; PRICE; ESTIMATE; METHOD; SHOPPING; CALCULATE; **DISCOUNT**; PRICE; RELATED; SELECT; CLASSIFY; GOODS; BASED; DISPLAY; INFORMATION; INDIVIDUAL; SELL; GOODS; JUDGEMENT

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

16/5/12 (Item 11 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2003 Thomson Derwent. All rts. reserv.

014194485 **Image available**
WPI Acc No: 2002-015182/200202
XRPX Acc No: N02-012468

Network advertising method, involves providing score exchangeable for money and goods provided from advertiser, to winner of game

Patent Assignee: REN N (RENN-I)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
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JP 2001283092 A 20011012 JP 2000100792 A 20000403 200202 B

Priority Applications (No Type Date): JP 2000100792 A 20000403

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes
JP 2001283092 A 17 G06F-017/60

Abstract (Basic): JP 2001283092 A

NOVELTY - A selection menu containing games and **advertisements** which should be selected is shown on a display device connected to a network. The execution screen of the game which the **advertisement** is shown to the operation object operated by an executor, and is selected by the selection menu, is displayed on the display device. The executor is made to execute the game by which the execution screen is displayed.

DETAILED DESCRIPTION - A **score** exchangeable for the money and **goods** provided from an **advertiser** is provided to the winner of the game. An INDEPENDENT CLAIM is also included for a network **advertising** system.

USE - For **advertising** using networks, such as Internet.

ADVANTAGE - Provides high **advertising** effect since executor of game receives a strong impression from **advertisement**.

DESCRIPTION OF DRAWING(S) - The figure is a process flowchart of the network **advertising** method.

pp; 17 DwgNo 1/18

Title Terms: NETWORK; **ADVERTISE** ; METHOD; SCORE; EXCHANGE; MONEY; GOODS; WINNING; GAME

Derwent Class: P36; T01

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): A63F-013/12

File Segment: EPI; EngPI

16/5/13 (Item 12 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014136189 **Image available**

WPI Acc No: 2001-620400/200172

XRPX Acc No: N01-462784

Goods sales data processor e.g. electronic cash register used in stores, extracts goods sales price rate based on input goods code, sales price code and rank code corresponding to customer code

Patent Assignee: TOKYO ELECTRIC CO LTD (TODK)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2001216572	A	20010810	JP 200028703	A	20000207	200172 B

Priority Applications (No Type Date): JP 200028703 A 20000207

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes
JP 2001216572 A 9 G07G-001/12

Abstract (Basic): JP 2001216572 A

NOVELTY - Goods registration is performed based on goods data corresponding to goods code input with reference to goods file. The sales price rate of goods is extracted based on the input goods code, sales price code and the rank code corresponding to the customer code. Unit price of the goods is computed based on the acquired goods data and the extracted sales price rate.

USE - E.g. electronic cash register used in stores.

ADVANTAGE - Enables to perform **discount** sale according to the type of **goods** and customer **rank**, quickly and correctly. Improves adaptability with respect to the store condition, simplifies handling and improves processing speed. Improves customer satisfaction and performs customer management correctly using the customer file.

DESCRIPTION OF DRAWING(S) - The figure shows the flowchart of goods sales data processing operation. (Drawing includes non-English language text).

pp; 9 DwgNo 4/6

Title Terms: GOODS; SALE; DATA; PROCESSOR; ELECTRONIC; CASH; REGISTER; STORAGE; EXTRACT; GOODS; SALE; PRICE; RATE; BASED; INPUT; GOODS; CODE; SALE; PRICE; CODE; RANK; CODE; CORRESPOND; CUSTOMER; CODE

Derwent Class: T01; T05

International Patent Class (Main): G07G-001/12

International Patent Class (Additional): G06F-017/60

File Segment: EPI

16/5/14 (Item 13 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014045580 **Image available**

WPI Acc No: 2001-529793/200158

XRPX Acc No: N01-393229

Multidimensional E-commerce auction conduction method involves generating adjustment bid by adjusting winning bid such that adjusted bid is higher than secondary highest bid but lower than winning bid

Patent Assignee: PERFECT.COM (PERF-N)

Inventor: GALL U; LAVIN J K; MILGROM P R; MINES R F; PORAT M U; SURACE K J

Number of Countries: 093 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200157621	A2	20010809	WO 2001US3909	A	20010202	200158 B
AU 200134887	A	20010814	AU 200134887	A	20010202	200173

Priority Applications (No Type Date): US 2000497887 A 20000204

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
WO 200157621	A2 E	19	G06F-000/00	

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200134887 A G06F-000/00 Based on patent WO 200157621

Abstract (Basic): WO 200157621 A2

NOVELTY - Utility function is generated based on preference information indicating buyer's preferred terms for purchasing a product. Initial bids are received from the **product** sellers and **ranked** by applying utility function. A winning bid is selected based on ranking and is adjusted to generate an adjusted bid such that adjusted bid is higher than secondary highest bid but lower than winning bid.

USE - For conducting multidimensional and reverse E-commerce auctions.

ADVANTAGE - By performing an adjustment of the initial bids,

bidder's **incentives** to make bids dependent on competitor's expected bids is reduced and hence bidding strategy for the bidders is simplified.

DESCRIPTION OF DRAWING(S) - The figure shows the flow diagram of a multidimensional auction where each bid can be adjusted, in accordance with the winning bid.

pp; 19 DwgNo 4/5

Title Terms: MULTIDIMENSIONAL; AUCTION; CONDUCTING; METHOD; GENERATE; ADJUST; BID; ADJUST; WINNING; BID; ADJUST; BID; HIGH; SECONDARY; HIGH; BID; LOWER; WINNING; BID

Derwent Class: T01

International Patent Class (Main): G06F-000/00

File Segment: EPI

16/5/15 (Item 14 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013930299 **Image available**

WPI Acc No: 2001-414513/200144

Related WPI Acc No: 2002-460242

XRPX Acc No: N01-306955

Customer data analysis procedure in store, involves setting evaluation value of higher and lower ranking for every item based on which list of essential item is produced

Patent Assignee: DENTSU TECH KK (DENT-N)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2001134648	A	20010518	JP 99313117	A	19991102	200144 B

Priority Applications (No Type Date): JP 99313117 A 19991102

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 2001134648	A	11	G06F-017/60	

Abstract (Basic): JP 2001134648 A

NOVELTY - The purchasing range, bargain sale period and **discount**, purchasing price of item stored in database are chosen, corresponding to which customer data is extracted and customer ranking is performed based on which selected item are classified to n' multilevels. The evaluation value of higher ranking is set to n' and lower ranking is set to 1 for every item using which list of essential item is produced.

USE - For increasing the sale of items in stores.

ADVANTAGE - Since list of essential item is produced, customer for stores is maintained and increased. Since purchasing data are stored in database, efficient approach and marketing is performed.

DESCRIPTION OF DRAWING(S) - The figure shows the flow diagram explaining procedure of customer data analysis. (Drawing includes non-English language text).

pp; 11 DwgNo 1/9

Title Terms: CUSTOMER; DATA; ANALYSE; PROCEDURE; STORAGE; SET; EVALUATE; VALUE; HIGH; LOWER; RANK; ITEM; BASED; LIST; ESSENTIAL; ITEM; PRODUCE

Derwent Class: T01

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G06F-017/30

File Segment: EPI

16/5/16 (Item 15 from file: 350)

DIALOG(R)File 350:Derwent WPIX
(c) 2003 Thomson Derwent. All rts. reserv.

013773955 **Image available**
WPI Acc No: 2001-258166/200126
XRPX Acc No: N01-184115

**Establishing similarity between objects, e.g. goods - determining
similarity of first object to several second objects, determining ranking
sequence of second objects and then the quality of goods**

Patent Assignee: SIEMENS AG (SIEI)

Inventor: RIEGEL T

Number of Countries: 019 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200123832	A1	20010405	WO 2000DE3295	A	20000921	200126 B
DE 10008059	A1	20010503	DE 1008059	A	20000222	200126

Priority Applications (No Type Date): DE 1008059 A 20000222; DE 1047072 A
19990930

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200123832	A1	G	14	G01B-011/24	
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Designated States (National): US

Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LU
MC NL PT SE

DE 10008059	A1	G01B-021/20
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Abstract (Basic): WO 200123832 A

First, data describing parameter model of first object is first determined. The first data is compared with second data of the second parameter model of the second object. The similarity of the two objects is established so that by comparison of two sets of data at least a part of parameters of the first and/or second parameter model is weighed. First, the similarity of the first objects to several second objects is determined then, based on this, the ranking sequence of the second objects is established.

The quality of **goods** is affected based on the **ranking** sequence. The process can be used to determine the fit comparison between the first and at least one second object.

USE - Internet based electronic commerce, e.g. ordering articles of clothing or shoes, based on **advertised** model.

ADVANTAGE - Enables fast and cost effective choice/decision regarding the similarity of **advertised** and requested articles, based on such criteria as colour, fabric, price, etc.

Dwg.2/2

Title Terms: ESTABLISH; SIMILAR; OBJECT; GOODS; DETERMINE; SIMILAR; FIRST;
OBJECT; SECOND; OBJECT; DETERMINE; RANK; SEQUENCE; SECOND; OBJECT;
QUALITY; GOODS

Derwent Class: P21; P22; P31; S02; T01

International Patent Class (Main): G01B-011/24; G01B-021/20

International Patent Class (Additional): A41H-001/02; A43D-001/02;

A61B-005/107; G06K-009/62

File Segment: EPI; EngPI

16/5/17 (Item 16 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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012642973 **Image available**
WPI Acc No: 1999-449078/199938

XRPX Acc No: N99-335564

Point card apparatus for compound store consisting of convenience store and game arcade - has POS terminal which issues suitable premium depending on combined total of scores garnered by customer in convenience store and game arcade, respectively

Patent Assignee: ACE DENKEN KK (ACED-N)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 11185114	A	19990709	JP 97353598	A	19971222	199938 B

Priority Applications (No Type Date): JP 97353598 A 19971222

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 11185114	A		20	G07F-007/08	

Abstract (Basic): JP 11185114 A

NOVELTY - If the game arcade score accumulated by a point-of-sale POS terminal (300) exceeds a fixed arcade score, the score garnered by the customer is replaced with the arcade **score** so that the **goods** purchasing amount can be **discounted** at fixed rates. The terminal then issues a suitable premium to the customer depending on the combined total of the store and arcade scores. DETAILED DESCRIPTION - A managing terminal (600) accumulates the score garnered by a customer in a convenience store (20) based on the total amount of purchased goods. A corresponding pachinko ball is then added as the accumulated score of the customer increases depending on the amount loaned from a game medium loaning unit (200). If the accumulated score exceeds a fixed score, the loaning unit converts the accumulated score into the corresponding profits by discharging a pachinko ball.

USE - For compound store consisting of convenience store and game arcade.

ADVANTAGE - Store manager can easily understand operating situation in game arcade and convenience store by simply looking over accumulated store and game scores of customer. Ensures suitable premium services can be received depending on total accumulated score. Improves sales.

DESCRIPTION OF DRAWING(S) - The figure shows the explanatory drawing of the compound store managing system. (20) Convenience store; (200) Game medium loaning unit; (300) POS terminal; (600) Managing terminal.

Dwg.1/19

Title Terms: POINT; CARD; APPARATUS; COMPOUND; STORAGE; CONSIST; CONVENIENT ; STORAGE; GAME; POS; TERMINAL; ISSUE; SUIT; PREMIUM; DEPEND; COMBINATION ; TOTAL; SCORE; CUSTOMER; CONVENIENT; STORAGE; GAME; RESPECTIVE

Derwent Class: P36; T05

International Patent Class (Main): G07F-007/08

International Patent Class (Additional): A63F-007/02; G07F-007/12

File Segment: EPI; EngPI

16/5/18 (Item 17 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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012615751 **Image available**

WPI Acc No: 1999-421855/199936

XRPX Acc No: N99-315252

Modulation of a digital signal to produce a narrow band output with approximately constant envelope

Patent Assignee: NORTEL MATRA CELLULAR SOC (NELE)

Inventor: DORNSTETTER J; GEORGEAUX E; DORNSTETTER J L

Number of Countries: 022 Number of Patents: 005

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
FR 2773032	A1	19990625	FR 9716454	A	19971222	199936 B
WO 9933238	A1	19990701	WO 98FR2812	A	19981221	199936
EP 1044543	A1	20001018	EP 98962536	A	19981221	200053
			WO 98FR2812	A	19981221	
CN 1284228	A	20010214	CN 98813261	A	19981221	200130
JP 2001527330	W	20011225	WO 98FR2812	A	19981221	200204
			JP 2000526023	A	19981221	

Priority Applications (No Type Date): FR 9716454 A 19971222

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
FR 2773032	A1		21	H04L-027/34	
WO 9933238	A1 F			H04L-027/20	
Designated States (National): CA CN JP US					
Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LU					
MC NL PT SE					
EP 1044543	A1 F			H04L-027/20	Based on patent WO 9933238
Designated States (Regional): DE FI GB SE					
CN 1284228	A			H04L-027/20	
JP 2001527330	W		27	H04L-027/20	Based on patent WO 9933238

Abstract (Basic): FR 2773032 A1

NOVELTY - The transmitted signal results from the modulation of digital data by a modulation function which is a Gaussian function of time t . The digital data comprises a set of bits b_k identified by rank k and of duration T . The transmitted signal consists of an indexed sum by **rank** k of the **product** of the complex constant j to the power k , of the modulation function $h(t-kT)$ and of the input data.

DETAILED DESCRIPTION - The modulator comprises a signal processor (PR) which splits the input signal into real and imaginary components in the form $S=I + jQ$. A time base (BDT) generates a clock C_k and a carrier C . The carrier is fed into a de-phaser circuit DEP. Mixer M1 combines the carrier with real signal I and mixer M2 combines the de-phased carrier with the complex component of the signal. The two outputs are then summed.

USE - Radio transmission of data, in particular broad band mode.

ADVANTAGE - Produces a narrow band signal without side loads and with an approximately constant envelope.

DESCRIPTION OF DRAWING(S) - The figure shows a block diagram of the modulator.

Input data (Bk)
Signal processor (PR)
Modulator time base (BDT)
Mixers (M1,M2)
Adder (**AD**)
De-phaser (DEP)
Real signal component (I)
Complex signal component (Q)
Carrier. (C)
pp; 21 DwgNo 1/4

Title Terms: MODULATE; DIGITAL; SIGNAL; PRODUCE; NARROW; BAND; OUTPUT; APPROXIMATE; CONSTANT; ENVELOPE

Derwent Class: W01; W02

International Patent Class (Main): H04L-027/20; H04L-027/34

International Patent Class (Additional): H04L-025/03

File Segment: EPI

16/5/19 (Item 18 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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012413645 **Image available**
WPI Acc No: 1999-219753/199919
XRPX Acc No: N99-162591

Information terminal equipment e.g. PDA for sales service assistance - enables to change displayed discount rate, when discount amount is greater than specific value

Patent Assignee: SANYO ELECTRIC CO LTD (SAOL)
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 11053428	A	19990226	JP 97205003	A	19970730	199919 B

Priority Applications (No Type Date): JP 97205003 A 19970730

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 11053428	A	18	G06F-017/60	

Abstract (Basic): JP 11053428 A

NOVELTY - Depending on customer **rank** and modality of **goods**, the rate of **discount** is computed based on goods cost price. If displayed **discount** amount is more than specific value, the discount rate is changed.

USE - E.g. PDA for sales service assistance.

ADVANTAGE - Inhibits loss generation by allowing overdiscount for goods.

Dwg.1/23

Title Terms: INFORMATION; TERMINAL; EQUIPMENT; SALE; SERVICE; ASSIST;
ENABLE; CHANGE; DISPLAY; **DISCOUNT**; RATE; **DISCOUNT**; AMOUNT; GREATER;
SPECIFIC; VALUE

Derwent Class: T01; T04

International Patent Class (Main): G06F-017/60

File Segment: EPI

16/5/20 (Item 19 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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012140488 **Image available**
WPI Acc No: 1998-557400/199847
XRPX Acc No: N98-434500

Scoring and display container for packaged goods including discrete parcels - has interconnecting walls joined by flaps with promotion unit promoting rearmost parcels so filling created void caused by removal of foremost

Patent Assignee: BRIGHT S J (BRIG-I); FORD R H (FORD-I)

Inventor: BRIGHT S J; FORD R H

Number of Countries: 082 Number of Patents: 008

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 9845177	A1	19981015	WO 98AU254	A	19980414	199847 B
AU 9868143	A	19981030	AU 9868143	A	19980414	199911
AU 9940174	A	19990916	AU 9868143	A	19980414	199950 N
			AU 9940174	A	19990716	
AU 712841	B	19991118	AU 9868143	A	19980414	200007 N
			AU 9940174	A	19990716	

GB 2339767	A	20000209	WO 98AU254	A	19980414	200009
			GB 9923887	A	19991008	
AU 734499	B	20010614	AU 9868143	A	19980414	200140
GB 2339767	B	20010718	WO 98AU254	A	19980414	200141
			GB 9923887	A	19991008	
US 6270006	B1	20010807	US 99415316	A	19991008	200147 N

Priority Applications (No Type Date): AU 976124 A 19970410; AU 9940174 A 19990716; US 99415316 A 19991008

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 9845177	A1		46	B65D-005/72	
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Designated States (National): AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GE GH GM GW HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG US UZ VN YU ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SZ UG ZW

AU 9868143	A		B65D-005/72	Based on patent WO 9845177
AU 9940174	A		B65D-005/72	Div ex application AU 9868143
AU 712841	B		B65D-005/72	Div ex application AU 9868143
				Previous Publ. patent AU 9940174
GB 2339767	A		B65D-005/72	Based on patent WO 9845177
AU 734499	B		B65D-005/72	Previous Publ. patent AU 9868143
				Based on patent WO 9845177
GB 2339767	B		B65D-005/72	Based on patent WO 9845177
US 6270006	B1		B65D-005/72	

Abstract (Basic): WO 9845177 A

The container comprises individual sachets such that it may accommodate ten parcels (12) of tea. The parcels being arranged end to end and one on top of the other such that there are two rows (14) each comprises five parcels of tea. The container (10) may be seen in blank form by reference to figure (2). The container includes a bottom wall (16) connected to a left side wall (17) along a fold line (18). A top wall (15) is connected to the left side wall along a fold line (19), and at its opposite side is connected to a right side wall (20) along fold line (21). The bottom wall is also connected to a front wall (22) along a fold line (23), and at its opposite end to a rear wall (24) along a fold line (25).

The bottom wall (16) also includes a major flap (26) which is connected thereto along fold line (27) and which is separated from the bottom wall (16) by two cuts (28,29). A connecting flap (30), connected to the bottom wall along fold line (31) and formed by cut line (32), includes an intermediate portion (33) and an end portion (34), the intermediate portion being connected to the end portion along fold line (35). The front wall includes a connecting flap (36) connected to the free end of the front wall along fold line (37). Similarly, the rear wall (24) includes a connecting flap (38) connected to the free end of the rear wall along fold line (39).

ADVANTAGE - The good can be arranged in one or more vertical rows.
Dwg.5/19

Title Terms: SCORE; DISPLAY; CONTAINER; PACKAGE; GOODS; DISCRETE; PARCEL; INTERCONNECT; WALL; JOIN; FLAP; PROMOTE; UNIT; PROMOTE; REAR; PARCEL; SO; FILL; VOID; CAUSE; REMOVE; FOREMOST

Derwent Class: P27; Q32

International Patent Class (Main): B65D-005/72

International Patent Class (Additional): A47F-001/12; B65D-025/52

File Segment: EngPI

16/5/21 (Item 20 from file: 350)

DIALOG(R)File 350:Derwent WPIX
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011407621 **Image available**

WPI Acc No: 1997-385528/199735

XRPX Acc No: N97-320909

Computer network agent system for electronic commerce - in which communications is established between anonymous potential consumer of products e.g. goods or services, and provider of products

Patent Assignee: PERSONAL AGENTS INC (PERS-N)

Inventor: PECKOVER D L

Number of Countries: 026 Number of Patents: 004

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 9726612	A1	19970724	WO 97US1057	A	19970117	199735 B
AU 9718362	A	19970811	AU 9718362	A	19970117	199747
EP 876652	A1	19981111	EP 97903925	A	19970117	199849
			WO 97US1057	A	19970117	
US 6119101	A	20000912	US 9610087	A	19960117	200046
			US 97784829	A	19970117	

Priority Applications (No Type Date): US 9610087 P 19960117; US 97784829 A 19970117

Cited Patents: 2.Jnl.Ref; US 4984155; US 4992940; US 5283731; US 5319542

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 9726612	A1	E	150	G06F-017/60	
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Designated States (National): AU CA CN IL JP KR MX

Designated States (Regional): AT BE CH DE DK EA ES FI FR GB GR IE IT LU

MC NL PT SE

AU 9718362	A			G06F-017/60	Based on patent WO 9726612
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EP 876652	A1	E		G06F-017/60	Based on patent WO 9726612
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Designated States (Regional): BE DE DK FR GB IT NL

US 6119101	A			G06F-017/40	Provisional application US 9610087
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Abstract (Basic): WO 9726612 A

The electronic commerce system (10) includes personal agents (12,13) that represent consumers and providers in a virtual marketplace (28). Consumer personal agents conceal the identity of the consumer and create decision agents (14) that shop for products and assist consumers in comparing and **ranking products**. Provider personal agents create demand agents (16) that quantify demand and target specific customers without learning the identity of the customers.

Based on the data generated by the activities of the decision agents and on the preference data maintained by consumer personal agents, provider personal agents can qualify current, historical and future demand, simulate demand and target specific consumers for **advertising** and other messages.

USE/ADVANTAGE - Gathering and analysis of market transaction data in trading of goods and services. Customers identifying and private information is protected from disclosure as consumer gathers information about available products. Consumers can identify suitable products easily, with less expenditure on effort. Providers can target consumers economically.

Dwg.2/42

Title Terms: COMPUTER; NETWORK; AGENT; SYSTEM; ELECTRONIC; COMMUNICATE; ESTABLISH; POTENTIAL; CONSUME; PRODUCT; GOODS; SERVICE; PRODUCT

Derwent Class: T01

International Patent Class (Main): G06F-017/40; G06F-017/60

International Patent Class (Additional): G06F-017/30; G06G-007/52

File Segment: EPI

16/5/22 (Item 21 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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011190348 **Image available**
WPI Acc No: 1997-168273/199716
XRPX Acc No: N97-138388

**Card type information store contg magnetic strips - has credit device
contg pre-stored telecommunications unit allowance which can be redeemed
at phone card pay-phone kiosk, while telecommunications unit allowance is
recorded on magnetic strip**

Patent Assignee: MURRAY S G (MURR-I)
Inventor: MURRAY S G
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
GB 2304625	A	19970326	GB 9517331	A	19950824	199716 B

Priority Applications (No Type Date): GB 9517331 A 19950824

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
GB 2304625	A		8 G06K-019/12	

Abstract (Basic): GB 2304625 A

The card (1) includes a device for storing information representative of credits accumulated through use of the card, and credit device carried by the card. The credit device when activated, provide a user of the card with credits that can be used to pay for telecommunications charges. The credit device has a pre-stored telecommunications unit allowance which can be redeemed at a phone card pay-phone kiosk. The pre-stored telecommunications unit allowance is recorded on a machine readable/writable magnetic strip (3) on the card. The credit device has a toll free telephone number and identification device which can be used to access credits allocated to the card.

The identification device is a PIN number. The device for storing information representative of credits is accumulated through use of the card is a machine readable/writable magnetic strip (5) on the card. The credits accumulated through use of the card can be used to pay for telecommunications charges.

USE/ADVANTAGE - For use as phone card and as shopping credit etc facilities. Provides many ways of paying for services at variety of commercial services with ability to replenish credit or redeemed **scored** point during various **goods** -services **promotion** etc actions.

Dwg.1/2

Title Terms: CARD; TYPE; INFORMATION; STORAGE; CONTAIN; MAGNETIC; STRIP;
CREDIT; DEVICE; CONTAIN; PRE; STORAGE; TELECOMMUNICATION; UNIT; ALLOW;
CAN; TELEPHONE; CARD; PAY; TELEPHONE; KIOSK; TELECOMMUNICATION; UNIT;
ALLOW; RECORD; MAGNETIC; STRIP

Derwent Class: T03; T04; T05; W01

International Patent Class (Main): G06K-019/12

File Segment: EPI

Set	Items	Description
S1	7911496	BUYING OR BUY? ? OR SELL? ? OR SELLING OR TRANSACT? OR TRADING OR TRADE? ? SALE? ?
S2	17181131	SUPPLEMENTAL? OR ALTERNAT? OR REPLACE? OR ANOTHER OR ADDITIONAL OR MULTIPL? OR SPARE? OR UPGRADE? OR COMPLIMENT? OR OTHER
S3	5133458	TELECOMMUNICATION? OR PHONE OR TELEPHONE
S4	1063141	AT(1W)T OR ATT OR AMERITECH OR NYNEX OR BELLSOUTH OR SBC OR SOUTHWESTERN()BELL OR MCI OR SPRINT OR BELL()ATLANTIC OR PACIFIC()TELESIS OR PACBELL
S5	1379761	RANK? OR SCORE? OR SCORING
S6	8566115	OFFER? OR TENDER?
S7	1388241	DISCOUNT? OR INCENTIVE?
S8	3936830	AD OR ADVERT? OR COUPON OR PROMO? ? OR PROMOTION? ?
S9	1704627	S2(1N) (PRODUCT? ? OR GOODS OR SERVICE? OR ACCESSOR? OR PACKAGE? ?)
S10	131310	S9(5N) (S1 OR S6)
S11	4047	S10(15N)S4
S12	874	S11(15N)S8
S13	11	S11(S)S5
S14	77	S11(15N)S7
S15	5760	S10(15N)S3
S16	109	S15(10N)S8
S17	93	S15(S)S5
S18	155	S15(15N)S7
S19	6	S12(S) (S5 OR S7)
S20	389	S13 OR S14 OR S16 OR S17 OR S18 OR S19
S21	222	S20 NOT PY>1997
S22	190	S21 NOT PD=19970321:20000321
S23	190	S22 NOT PD=20000321:20030321
S24	130	RD (unique items)
S25	846	S12(15N) (CONSUMER? OR USER? OR BUYER? OR PARTICIPANT? OR CUSTOMER? OR CLIENT? OR SUBSCRIBER? OR MEMBER? ? OR INDIVIDUAL? OR PERSON? ?)
S26	29	S25 NOT PY>1997
S27	48	S12 NOT PY>1997
S28	45	(S26 OR S27) NOT PD=19970321:20000321
S29	31	RD (unique items)
S30	29	S29 NOT S24

? show file

File 9:Business & Industry(R) Jul/1994-2003/Nov 12
(c) 2003 Resp. DB Svcs.

File 15:ABI/Inform(R) 1971-2003/Nov 13
(c) 2003 ProQuest Info&Learning

File 16:Gale Group PROMT(R) 1990-2003/Nov 12
(c) 2003 The Gale Group

File 148:Gale Group Trade & Industry DB 1976-2003/Nov 13
(c)2003 The Gale Group

File 160:Gale Group PROMT(R) 1972-1989
(c) 1999 The Gale Group

File 275:Gale Group Computer DB(TM) 1983-2003/Nov 12
(c) 2003 The Gale Group

File 621:Gale Group New Prod.Annou.(R) 1985-2003/Nov 13
(c) 2003 The Gale Group

File 636:Gale Group Newsletter DB(TM) 1987-2003/Nov 12
(c) 2003 The Gale Group

24/3,K/1 (Item 1 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

1793525 Supplier Number: 01793525 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Telmex holding its own in phone customer wars
(Former monopoly retains about 80% of market in face of new competitors;
aggressive marketing and customer indifference cited)
Journal of Commerce, v 411, n 28,934, p 1A+
March 20, 1997
DOCUMENT TYPE: Journal; Company Overview ISSN: 0361-5561 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1144

ABSTRACT:

...or unaware of benefits offered by the competing providers.

Competitors such as Avantel, in which MCI Communications Corp is a partner, and Alestra, in which AT & T holds a stake, are offering free periods of service and other incentives to attract customers.
...

24/3,K/2 (Item 2 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

1704090 Supplier Number: 01704090 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Maxfield Makes Calls for GTE
(Maxfield Group breaks direct mail campaign for GTE for the holidays)
AdWeek Southwest, v XVIII, n 51, p 4
December 16, 1996
DOCUMENT TYPE: Journal ISSN: 0746-892X (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 268

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...from GTE for the holidays.

Breaking last week, a new campaign for GTE's product promotions department targets about 1.4 million GTE telephone customers to whom the company wants to sell additional services, including second phone lines and Internet access.

"With it being a major consumer brand, it's a great...

24/3,K/3 (Item 3 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

1694593 Supplier Number: 01694593 (USE FORMAT 7 OR 9 FOR FULLTEXT)
NEW BRUNSWICK BECOMES LIVING LAB FOR STATE-OF-THE-ART TELECOMMUNICATIONS
(NBTEL to introduce superfast telecom network in 40% of New Brunswick's
homes by 2000 at a cost of \$260 mil)
Dallas Morning News, p N/A
November 25, 1996
DOCUMENT TYPE: Regional Newspaper (United States)

LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1973

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...an industry first. "The electronic world is an equalizer." In fact, this tiny firm has **scored** several firsts: Five years ago, NBTel was the first regional telephone company in North America...and they recently sold a 51 percent stake to Bell Canada, which is beginning to **offer** the **telephone shopping service** in **other** parts of the country. Happy Puppy, a computer game vendor and the seventh most popular...

24/3,K/4 (Item 4 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

1416651 Supplier Number: 01416651 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Smaller foes invade Nynex's business turf

(Several new players seek to enter New York City's \$3 bil local telephone market at the expense of Nynex's crumbling monopoly)

Crain's New York Business, v XII, n 9, p 22

February 26, 1996

DOCUMENT TYPE: Journal ISSN: 8756-789X (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 748

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...for new entrants will be to package local with long distance, cellular, Internet access and **other telecommunications services**, and **offer** them at a **discount** to firms hungry for cheaper, one-stop shopping. They have a good shot of small...

24/3,K/5 (Item 5 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

1391924 Supplier Number: 01391924

Briefs: MCI Communications

(MCI Communications Corp and Siemens Rolm Communications Inc have agreed to sell each other's products)

Network World, v 13, n 5, p 21

January 29, 1996

DOCUMENT TYPE: Journal ISSN: 0887-7661 (United States)

LANGUAGE: English RECORD TYPE: Abstract

ABSTRACT:

MCI Communications Corp and Siemens Rolm Communications Inc have agreed to **sell** each **other's products**. The marketing deal is said to be worth \$1 bil to **MCI** over five years. For example, there are **discounts** on MCI's HyperStream frame relay service for Siemens customers. ...

24/3,K/6 (Item 6 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

1326070 Supplier Number: 01326070

AMERITECH TO SELL SERVICE TO A RIVAL IN CHICAGO

(Ameritech signs \$1-bil, 10-year agreement to sell its services to US Network at wholesale for resale in direct competition)

Plain Dealer , p 1C

November 03, 1995

DOCUMENT TYPE: Regional Newspaper (United States)

LANGUAGE: English RECORD TYPE: Abstract

ABSTRACT:

...competition in local service. Under the agreement, US Network will be allowed to package Ameritech **services** with **other services** and **sell** the packages to customers in the Chicago area. The **telephone** service will be sold at an average **discount** of 6% for residential rates and 10% for business rates. Other unspecified volume discounts will...

24/3,K/7 (Item 7 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

(c) 2003 Resp. DB Svcs. All rts. reserv.

1250957 Supplier Number: 01250957 (USE FORMAT 7 OR 9 FOR FULLTEXT)

NTT Mobile applies to cut cellular rates

(NTT Mobile Communications Network seeks Ministry of Posts OK to lower rates for cellphone calls to preregistered numbers)

Asia Pacific Telecoms Analyst, n 28, p 13

July 31, 1995

DOCUMENT TYPE: Newsletter ISSN: 1355-0071 (United Kingdom)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 206

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...per cent discounts on calls to those numbers for a Y180 monthly charge. However, the **discount** will be given only if the charges to those 5 **phone** numbers exceed Y1,800 a month. **Other** cellular **service** operators will likely **offer** similar **discounts** to their customers.

Additionally, NTT DoCoMo released a report that states cellular charges in Japan...

24/3,K/8 (Item 8 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

(c) 2003 Resp. DB Svcs. All rts. reserv.

1216902 Supplier Number: 01216902

Oracle Considering Forming Service To Send Video

(Oracle considers setting up a computer online service with the capability of sending video and other multimedia information in addition to conventional information)

Wall Street Journal , v CCXXV, n 115, p B4

June 14, 1995

DOCUMENT TYPE: Business Newspaper ISSN: 0099-9660 (United States)

LANGUAGE: English RECORD TYPE: Abstract

ABSTRACT:

...that Oracle is not looking for recurring service fees, expecting to

obtain its revenue via **advertising** and **selling** its software to **other services** . Until recently, Ellison had concentrated most of his public comments on Oracle's collaborations with **phone** companies and others to use Media Server to deliver interactive television. Ellison says that those ...

24/3,K/9 (Item 9 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

1138629 Supplier Number: 01138629 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Micropolis Launches Official Program for Storage VARs
(Micropolis is recruiting storage resellers for its first official channel program; seeks VARs to resell its SCSI and audio/video disk drives)
VAR Business, v XI, n 3, p 28+
March 01, 1995
DOCUMENT TYPE: Journal ISSN: 0894-5802 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 392

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...VARs; otherwise it remains inside and will get called again in a month or so."

Other services offered through the program are regional product training demo **discounts** , free technical manuals technical **phone** support and an interactive knowledge base with access via modem Medallion Resellers also get a...

24/3,K/10 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

01338325 99-87721
Maxfield makes calls for GTE
Fest, Glen
Adweek (Southwest Ed.) v18n51 PP: 4 Dec 16, 1996
ISSN: 0746-892X JRNL CODE: ADS

...ABSTRACT: from GTE for the holidays. Breaking last week, a new campaign for GTE's product **promotions** department targets about 1.4 million GTE **telephone** customers to whom the company wants to **sell additional services** , including 2nd **phone** lines and Internet access.

24/3,K/11 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

01310963 99-60359
AT&T widens range, shrinks price of switched offering
Greene, Tim
Network World v13n43 PP: 13 Oct 21, 1996
ISSN: 0887-7661 JRNL CODE: NWW
WORD COUNT: 454

...TEXT: 31.

Those prices drop to between 48 cents and \$1.71 per minute if customers **buy other services** from f1T&T.

And users who spend \$200,000 or more per year with **AT & T** receive an additional 30% **discount**, according to the company.

Exact rates depend on the total amount of bandwidth used.

Len...

24/3,K/12 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00997116 96-46509

IIA brings free Internet to rural areas

Anonymous

Information Today v12n3 PP: 45 Mar 1995

ISSN: 8755-6286 JRNL CODE: IFT

WORD COUNT: 286

...TEXT: e-mail, all Usenet newsgroups and discussion groups, Gopher, Archie, World Wide Web, and all **other Services** the Net has to **offer**.

The IIA has also negotiated an agreement with technology partner International **Discount Telecommunications** (IDT) to provide an 800 phone number for people to use as a dial-up...

24/3,K/13 (Item 4 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00983875 96-33268

A brand new model

Thinakal, Sadu

Mortgage Banking v55n5 PP: 36-46 Feb 1995

ISSN: 0730-0212 JRNL CODE: MOB

WORD COUNT: 4820

...TEXT: ideas. In addition to the typical servicing scripts, you should also consider scripts for cross- **selling other products**, **advertising** bank branch locations, refinance or new loan information.

Automated number identification (ANI) and computer **telephone** integration (CTI)

Using the ANI and CTI technology, customers deal with a live person who...

24/3,K/14 (Item 5 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00931173 95-80565

When big brother goes too far

Punch, Linda

Credit Card Management v7n7 PP: 22-28 Oct 1994
ISSN: 0896-9329 JRNL CODE: CCM
WORD COUNT: 2947

...TEXT: for everything from gauging creditworthiness and predicting cardholder behavior to promoting card usage and cross- **selling other bank products** .

Core Business

Cobranded card programs, such as the **ATT** Universal card, the General Motors card, and the Ford card, also rely on cardholder data...

... significantly raise the cost of doing business for card issuers and acquirers, credit bureaus, credit **scoring** companies, and collections agencies.

For example, such restrictions could have "a dramatic effect on card...

24/3,K/15 (Item 6 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00891911 95-41303

Home office merchandising

Anonymous

Dealerscope Merchandising v36n7 PP: 52 Jul 1994
ISSN: 0888-4501 JRNL CODE: DEA
WORD COUNT: 683

...TEXT: to increase the services, particularly with banking, so that consumers can do all banking via **phone** . **Other** future **services** include stock quote information, stock **transactions** , placing classified ads and receiving sports **scores** .

Consumers will pay for the services on a monthly basis. Prices have not been announced...

24/3,K/16 (Item 7 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00868986 95-18378

The indispensable phone

Barnes, Winnie

Target Marketing v17n4 PP: 14-15 Apr 1994
ISSN: 0889-5333 JRNL CODE: ZIR
WORD COUNT: 1289

...TEXT: us, should be less inclined than their technologically precocious younger counterparts to pick up the **phone** to response to an **offer**).

In 1991, **another** financial **services** company, which for years had included both mail-in and **phone** -in response options in their print **advertising** , suddenly dropped coupons completely and began relying solely on the telephone for their responses. In...

24/3,K/17 (Item 8 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00627147 92-42249

Resellers Batten Hatches for Battle Against AT&T

Taff, Anita

Network World v9n28 PP: 15, 18 Jul 13, 1992

ISSN: 0887-7661 JRNL CODE: NWW

WORD COUNT: 797

...ABSTRACT: the carrier is engaging in a systematic plan to eliminate competitors by illegally refusing to **sell** them **service** . **Other** resellers have also alleged that **AT & T** is illegally stonewalling resellers and refusing to sell them **discounted** services under Tariff 12. The FCC has not acted on the resellers' complaints, but in...

24/3,K/18 (Item 9 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00612203 92-27306

Property 1992 - Indonesia: Tight Money for New Projects

Gelston, Sally

Far Eastern Economic Review v155n17 PP: 43 Apr 30, 1992

ISSN: 0014-7591 JRNL CODE: FER

WORD COUNT: 1065

...TEXT: pre-commit to new buildings is not easy in Jakarta. Wary of not getting enough **phone** lines or parking spaces, or **other** crucial **services** **offered** by established buildings, prospective tenants have found their resistance softened with new **incentives** . Starting last summer, several developers offered rent-free periods and to pay for fit outs...

24/3,K/19 (Item 10 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00302438 86-02852

Progress of Regulation: Shared Tenant Services

Sponseller, Diane

Public Utilities Fortnightly v116n12 PP: 52-55 Dec 12, 1985

ISSN: 0033-3808 JRNL CODE: PUF

...ABSTRACT: shared tenant services (STS). STS providers -- including real estate owners and managers of multitenant buildings -- **buy** **telephone** and **other** **services** , then **offer** the **discounted** services to tenants. Opponents of STS argue that providers unlawfully resell local exchange services. Some...

24/3,K/20 (Item 11 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00291446 85-31880

Bellying Up to the Bar: More and More People Are Joining the Pre-Paid Legal

Plans

Weiss, Gary

Barron's v65n37 PP: 13, 22-24 Sep 16, 1985

ISSN: 0005-6073 JRNL CODE: BAR

...ABSTRACT: which provide unlimited telephone service with a lawyer for a low cost, some letters and **phone** calls on the client's behalf, and **discounts** on **other** legal **services**, or 2. comprehensive plans, which **offer** not only access services but also some free legal representation in court. The United Auto...

24/3,K/21 (Item 12 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00128879 80-22931

Traveler's Check War

Fannin, Rebecca

Marketing & Media Decisions v15n11 PP: 66-67, 132 Nov 1980

ISSN: 0195-4296 JRNL CODE: MED

...ABSTRACT: for traveler's checks is changing; more importance is attached to brand preference and to **advertising**. Competing check issuers now plan to **offer additional services**, such as interest on traveler's checks and check ordering by **phone**. American Express has the best distribution system, which is the key to success in marketing...

24/3,K/22 (Item 1 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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04908806 Supplier Number: 47217313 (USE FORMAT 7 FOR FULLTEXT)

New Consortium Seeks Cruise, Independent Agencies

O'Neill-Tice, Kerry

Tour & Travel News, p12

March 17, 1997

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 418

... will get discounts when buying into vendor-supplied 24-hour emergency services, a worldwide hotel **discount** program for clients, long distance **telephone service** and **other business services**.

For consumer support, SMART will **offer** a database marketing program and a newsletter. The newsletter is a customized, four-color brochure...

24/3,K/23 (Item 2 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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04826819 Supplier Number: 47101798 (USE FORMAT 7 FOR FULLTEXT)

Touch Tone America/Arcada Communications Announce Mailing of Joint Proxy/Statement Prospectus, Amendment to Merger Agreement

PR Newswire, p0204LATU075

Feb 4, 1997

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 401

... in 17 states and has recently begun reselling cellular airtime and providing long distance and **other services** to cellular **telephone** users. Arcada **offers** a broad array of services designed to provide **discount telecommunications** services to small and medium-sized commercial and residential users.

Copies of the Joint Proxy...

24/3,K/24 (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04786157 Supplier Number: 47044295

Top Internet access providers in the Valley.

The Business Journal - Serving Phoenix & the Valley of the Sun, p44

Jan 17, 1997

Language: English Record Type: Abstract

Document Type: Magazine/Journal; Tabloid; Trade

ABSTRACT:

The table **ranks** the top 19 Internet access providers in the Valley by total number of Arizona subscribers. GoodNet is **ranked** No. 1 with 23,000 total Arizona subscribers while Global Center Inc. **ranks** No. 2 with 22,000 and Internet Arizona is **ranked** No. 3 with 11,000. The article also includes 1996 **rank**, address, **telephone**, **other services offered**, initial business or consumer connect charge, charge per month, for-hours per month, customer service...

24/3,K/25 (Item 4 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04784002 Supplier Number: 47040982 (USE FORMAT 7 FOR FULLTEXT)

Score Board names John F. White president and chief operating officer.

Business Wire, p1161018

Jan 16, 1997

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 366

... even more of our management resources on sales, marketing and developing new business opportunities.

The **Score Board**, Inc. is a leading marketer and licenser of sports and entertainment-related products sold through national retailers and catalogs, television shopping programs, hobby/specialty shops, and corporate **promotions** and premium programs. The Company markets prepaid **telephone** calling cards, autographed collectibles, consumer sports products, sports **trading** cards and **other** collectible **products**.

CONTACT: Patrick Wujcik, Esq.
Vice President and General Counsel
609/354-9000
or
David C...

24/3,K/26 (Item 5 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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04783522 Supplier Number: 47040462 (USE FORMAT 7 FOR FULLTEXT)
**Touch Tone America Announces Second Quarter Results; Anticipated Date of
Special Meeting To Approve Merger With Arcada Communications**

PR Newswire, p115LAW021

Jan 15, 1997

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 380

... in 17 states and has recently begun reselling cellular airtime and providing long distance and **other services** to cellular **telephone** users. Arcada **offers** a broad array of services designed to provide **discount telecommunications** services to small and medium-sized commercial customers and residential users.

This press release includes...

24/3,K/27 (Item 6 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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04770930 Supplier Number: 47022743

GTE suing Public Utility Commission over resale discounts.

Files, Jennifer

Dallas Morning News (TX), pD10

Jan 8, 1997

Language: English Record Type: Abstract

Document Type: Newspaper; Trade

ABSTRACT:

...the ruling violates the federal Telecommunications Act of 1996 that orders widespread deregulation of US **telephone** networks. The rules require GTE to **sell** its **services** to **other** compniaes at **discounts** of 22.99%. A lower **discount** would enable the company to gain a better competitive position. GTE had asked for a...

24/3,K/28 (Item 7 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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04760275 Supplier Number: 47006543

Largest Indianapolis-area investment brokerage firms.

Indianapolis Business Journal, p184

Annual, 1997

Language: English Record Type: Abstract

Document Type: Magazine/Journal; Tabloid; Trade

ABSTRACT:

The list **ranks** the biggest investment brokerage companies in Indianapolis, IN, area based on the number of local licensed brokers. Charles Schwab & Co. Inc. is **ranked** the biggest investment brokerage firm in Indianapolis area with 325 local licensed brokers; followed by Smith Barney with 80; then Merrill Lynch with 78. The list also shows 1996 **rankings** ; address/ **telephone** /fax numbers; total number of licensed brokers; local and total offices/full-service or **discount** ; **services offered** ; **additional products** /specialties; exchange memberships;

head(s) of local office, title/parent firm; and year formed locally...

24/3,K/29 (Item 8 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04744635 Supplier Number: 46983707 (USE FORMAT 7 FOR FULLTEXT)
Score Board changes fiscal year-end to December 31.
Business Wire, pl2191013
Dec 19, 1996
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 398

... s Securities and Exchange Commission filings. Actual results may differ materially from management expectations.

The **Score Board, Inc.** is a leading marketer and licensor of sports and entertainment-related products sold through national retailers and catalogs, television shopping programs, hobby/specialty shops, and corporate **promotions** and premium programs. The Company markets prepaid **telephone** calling cards, autographed collectibles, consumer sports products, sports **trading** cards and **other** collectible **products** .

CONTACT: The Score Board Inc.
Michael D. Hoppman
Chief Financial Officer
609/354-9000
or...

24/3,K/30 (Item 9 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04733275 Supplier Number: 46967803 (USE FORMAT 7 FOR FULLTEXT)
Touch Tone America Files S-4 Registration Statement for Merger with Arcada Communications
PR Newswire, pl212LATH006
Dec 12, 1996
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 473

... in 17 states and has recently begun reselling cellular airtime and providing long distance and **other services** to cellular **telephone** users. Arcada **offers** a broad array of services designed to provide **discount telecommunications** services to small and medium-sized commercial customers and residential users.

This press release includes...

24/3,K/31 (Item 10 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04728794 Supplier Number: 46961491 (USE FORMAT 7 FOR FULLTEXT)
SUMMARY: FRONTIER CORPORATION AND SCORE BOARD TEAM-UP IN A FIVE-YEAR PREPAID PHONE CARD PARTNERSHIP
News Release, pN/A

Dec 10, 1996
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 632

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

ROCHESTER, NY -- December 10, 1996 -- The **Score** Board, Inc. (Nasdaq: BSDL) and Frontier Communications International Inc., a subsidiary of Frontier Corporation (NYSE...

...both companies to take a leadership role in the rapidly expanding prepaid category. Frontier and **Score** Board now offer their customers the most comprehensive and exciting licensed offerings in the prepaid...

...to distribute phone card products using the names and images of various athletes with whom **Score** Board has personal service contracts into retail outlets and other avenues of distribution and provide telecommunications services in support of **Score** Board's phone card programs. As a sign of the partnership, **Score** Board has also agreed to nominate a representative of Frontier to its board of directors. As part of the agreement, **Score** Board currently markets phone cards bearing the likenesses of over 200 professional athletes and phone...

...marketing support for these phone card programs. Ken Goldin, Chairman and Chief Executive Officer of **Score** Board, stated, "The alliance of **Score** Board and Frontier, two companies already well-established in the phone card industry, will allow...

...respective areas of expertise to maximize product lines and avenues of distribution. Frontier will provide **Score** Board with competitive pricing, state-of-the-art telecommunication services, technical support and additional marketing expertise...

...company," explained Donald K. Gienger, Frontier vice president, Prepaid Phone Cards. "Our relationship with The **Score** Board and their fabulous sports personality lineup helps us to achieve our commitment to delivering

...and its subsidiaries comprise the fifth-largest long distance company in the United States. The **Score** Board, Inc. is a leading marketer and licensor of sports and entertainment-related products sold through national retailers and catalogs, television shopping programs, hobby/specialty shops, and corporate **promotions** and premium programs. The company markets prepaid **telephone** calling cards, autographed collectibles, consumer sports products, sports **trading** cards and **other** collectible **products**. You can now receive a faxed copy of any Frontier Corporation press release dating back...

24/3,K/32 (Item 11 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04691375 Supplier Number: 46905001 (USE FORMAT 7 FOR FULLTEXT)
Touch Tone America and Arcada Communications Amend Merger Agreement
PR Newswire, p1119LATU067
Nov 19, 1996
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 366

... in 17 states and has recently begun reselling cellular airtime and providing long distance and **other services** to cellular **telephone** users. Arcada **offers** a broad array of services designed to provide **discount telecommunications** services to small and medium-sized commercial customers and residential users.

This press release includes...

24/3,K/33 (Item 12 from file: 16)

DIALOG(R) File 16:Gale Group PROMT(R)

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04690318 Supplier Number: 46903464 (USE FORMAT 7 FOR FULLTEXT)

Score Board reports third quarter profit; Posts third quarter net income of \$600,000, or \$0.05 per share.

Business Wire, p11191007

Nov 19, 1996

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 1180

... quarter and year-end results, will increase shareholders' equity by approximately \$3.7 million.

The **Score Board, Inc.** is a leading marketer and licensor of sports and entertainment-related products sold through national retailers and catalogs, television shopping programs, hobby/specialty shops, and corporate **promotions** and premium programs. The Company markets prepaid **telephone** calling cards, autographed collectibles, consumer sports products, sports **trading** cards and **other** collectible **products** . -0-

THE SCORE BOARD, INC.

Condensed Consolidated Balance Sheets
(thousands of dollars)

ASSETS

(Unaudited)

Current...

24/3,K/34 (Item 13 from file: 16)

DIALOG(R) File 16:Gale Group PROMT(R)

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04686600 Supplier Number: 46898443 (USE FORMAT 7 FOR FULLTEXT)

Targeted market

Crain's Chicago Business, pSR1

Nov 18, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Tabloid; Trade

Word Count: 1106

... such features as three-way calling, caller identification and automatic callback together at a 25% **discount** to the cost of all three **services** separately. **Another package** for home-office customers now **offered** in Michigan yields annual savings approaching \$50, says an **Ameritech** representative.

Integrated features

Ameritech 's bundle of the future is likely to include equipment made

to its specifications. 'We...

24/3,K/35 (Item 14 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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04684567 Supplier Number: 46895146 (USE FORMAT 7 FOR FULLTEXT)

Touch Tone America and Arcada Communications Sign merger Agreement

PR Newswire, p1115LAF006

Nov 15, 1996

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 619

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...in 17 states and has recently begun reselling cellular airtime and providing long distance and **other services** to cellular **telephone** users. Arcada **offers** a broad array of services designed to provide **discount telecommunications** services to small and medium-sized commercial customers and residential users.

24/3,K/36 (Item 15 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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04667682 Supplier Number: 46869615 (USE FORMAT 7 FOR FULLTEXT)

SCORE BOARD SECURES \$4 MILLION EQUITY INVESTMENT LED BY TL VENTURES, THE VENTURE CAPITAL MANAGEMENT ARM OF SAFEGUARD SCIENTIFICS, INC.

News Release, pN/A

Nov 6, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 332

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...General Partner of TL Ventures, Elected a Director - Cherry Hill, NJ, November 6, 1996 - The **Score** Board, Inc. (Nasdaq NMS: BSBL) today announced that TL Ventures, the venture capital management arm...

...a \$4 million equity private placement in the Company. Pursuant to the private placement agreement, **Score** Board issued 1,600,000 shares of its common stock at \$2.50 per share...

...and President of CompuCom Systems, Inc. "We're very pleased with our new association with **Score** Board. We are eager to work with them and look forward to an exciting future...

...NM) and CompuCom Systems, Inc. (Nasdaq: CMPC). Ken Goldin, Chairman and Chief Executive Officer of **Score** Board, stated, "We are pleased to improve our capital position through this transaction. We are...

...Ventures and its affiliate Safeguard Scientifics, Inc. will be helpful in our future endeavors." The **Score** Board, Inc. is a leading marketer and licensor of sports and entertainment-related products sold through national retailers and catalogs, television shopping programs, hobby/specialty shops, and corporate **promotions** and premium programs. The Company markets

autographed collectibles, prepaid **telephone** calling cards, consumer sports products, sports **trading** cards and **other** collectible **products** .

24/3,K/37 (Item 16 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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04661190 Supplier Number: 46859940 (USE FORMAT 7 FOR FULLTEXT)

Black Horse rides on pension underfunding

Precision Marketing, p5

Nov 4, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 294

... guidebook.

Respondents will be asked to give details of current pension arrangements and employment by **phone** or **coupon** .

Salespeople will use the opportunity to cross- **sell other** BHFS **products** as part of the financial review.

A bonus scheme offering three months of gross contributions...

24/3,K/38 (Item 17 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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04627892 Supplier Number: 46808086

Puerto Rico's largest freight consolidators.

Caribbean Business, p53

Oct 17, 1996

Language: English Record Type: Abstract

Document Type: Magazine/Journal; Tabloid; Trade

ABSTRACT:

The table lists Puerto Rico's 20 largest freight consolidators **ranked** according to number of less-than-trailer-loads (LTLs) consolidated containers in 1995. Arrowpac Inc. **ranks** as the largest freight consolidator in Puerto Rico with 3,200 LTLs consolidated containers in...

...LTLs consolidated containers, then Preston Trucking Co. with 1,952. The table also lists previous **rankings** ; number of full-time employees; year of establishment in Puerto Rico; percentage of domestic and foreign shipment destinations; list of **other services offered** ; names of top executives; and **telephone** and fax numbers. All information was provided by the companies. Information compiled by Nereida Rivera...

24/3,K/39 (Item 18 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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04621522 Supplier Number: 46798440 (USE FORMAT 7 FOR FULLTEXT)

Telecommunications Act under fire

PC Week, p54T

Oct 14, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Tabloid; General Trade

Word Count: 408

... prices.

But RBOC officials argue that selling their network components to competitors at the required **discount** would **offer** them no **incentive** to **upgrade** local **services** .

These range from "number portability," which allows users to take their old **phone** number to a new address or a new phone company, to speed enhancements such as...

24/3,K/40 (Item 19 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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04553682 Supplier Number: 46693224 (USE FORMAT 7 FOR FULLTEXT)

BARNETT JOINS NATIONAL CONSORTIUM TO OFFER BROADER HOME BANKING AND ON-LINE INFORMATION SERVICES TO CONSUMERS AND SMALL BUSINESSES

News Release, pN/A

Sept 9, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 465

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...one-stop electronic commerce with the bank providing access to and serving as facilitator of **transactions** with **other** **service** providers. These service providers could include credit card companies, **telephone** service providers, utilities, concert or entertainment ticket outlets and more. With \$42 billion in assets, Barnett Banks, Inc. is the leading financial institution in Florida and **ranked** in the top 25 in the United States. The company provides a complete line of...

24/3,K/41 (Item 20 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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04549144 Supplier Number: 46685647 (USE FORMAT 7 FOR FULLTEXT)

Score Board reports second quarter results; restructures player contracts, resulting in approximately \$10 million cash savings over four years.

Business Wire, p09051008

Sept 5, 1996

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 1187

... retail accounts, restructured our sales department and reestablished a television shop ping distribution channel."

The **Score** Board, Inc. is a leading marketer and licensor of sports and entertainment-related products sold through national retailers and catalogs, television shopping pro grams, hobby/specialty shops, and corporate **promotions** and premium programs. The Company markets prepaid tele **phone** calling cards, autographed collectibles, consumer sports prod ucts, sports **trading** cards and **other** collectible **products** . - 0-

THE SCORE BOARD, INC.

Condensed Consolidated Balance

Sheets

(thousands of dollars)

Bode Akintola13-Nov-03

ASSETS

(Unaudited)
Current...

24/3,K/42 (Item 21 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04506673 Supplier Number: 46619073 (USE FORMAT 7 FOR FULLTEXT)
BELL ATLANTIC.NET AVAILABLE IN D.C. AND BALTIMORE
Washington Telecom News, pN/A
August 12, 1996
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 357

... global service provider, a necessary addition since Bell Atlantic cannot provide service across LATA boundaries.

Bell Atlantic said that it plans to package its Internet service with other telecommunications offerings, including second lines and integrated services digital network (ISDN) services, for a discounted price.

Bell Atlantic .net currently provides access to the Netscape Navigator browser, but later in the year customers...

24/3,K/43 (Item 22 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04398868 Supplier Number: 46453014
Largest Area Public Relations Firms
The Business Journal Serving Greater Sacramento, p12
June 10, 1996
Language: English Record Type: Abstract
Document Type: Magazine/Journal; Tabloid; Trade

ABSTRACT:

This article contains a table ranking the top 25 public relations firms in Sacramento by PR income fee in 1995. The table contains the following information; Rank in 1995, Rank in 1996, Name/address, PR fee income/Gross billings/Year ended, No of employees fulltime/part-time, Percent of business/Consumer/Political/Government/ Other, Services offered or areas of specialization, Three notable clients, Person in charge/Position/ Phone number, Year established in local area/Headquarters.

...

24/3,K/44 (Item 23 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04379260 Supplier Number: 46422648 (USE FORMAT 7 FOR FULLTEXT)
SCORE BOARD REPORTS FIRST QUARTER RESULTS; Completes Previously Announced Reduction of \$6.5 Million of Long-Term Debt.
Business Wire, p5311015

May 31, 1996
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 819

... well as developing new distribution relationships such as that recently completed with National Media."

The **Score Board, Inc.** is a leading marketer and licensor of sports and entertainment-related products sold through national retailers and catalogs, television shopping programs, hobby/specialty shops, and corporate **promotions** and premium programs. The Company markets prepaid **telephone** calling cards, autographed collectibles, consumer sports products, sports **trading** cards and **other** collectible **products** . -0-

THE SCORE BOARD, INC.
Condensed Consolidated Balance Sheets
(thousands of dollars)

ASSETS

(Unaudited)

Current...

24/3,K/45 (Item 24 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04338309 Supplier Number: 46362511 (USE FORMAT 7 FOR FULLTEXT)
Score Board reduces long-term debt by \$6.5 million; Will Record One-Time Gain of Approximately \$0.8 million in Second Quarter.
Business Wire, p5061261
May 6, 1996
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 324

... million, or 40 percent below the level at January 31, 1996 (\$20.4 million)."

The **Score Board, Inc.** is a leading marketer and licensor of sports and entertainment-related products sold through national retailers and catalogs, television shopping programs, hobby/specialty shops, and corporate **promotions** and premium programs. The Company markets autographed collectibles, prepaid **telephone** calling cards, consumer sports products, sports **trading** cards and **other** collectible **products** .

CONTACT: The Score Board Inc.
Michael A. Hoppman
Chief Financial Officer
609/354-9000
or...

24/3,K/46 (Item 25 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04334661 Supplier Number: 46356863 (USE FORMAT 7 FOR FULLTEXT)
Score Board and National Media enter worldwide marketing and distribution agreement.

Business Wire, p05021258
May 2, 1996
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 509

... infomercial programming to more than 262 million households in more than 60 countries worldwide.

The **Score** Board, Inc. is world leader in the sale and marketing of sports and entertainment memorabilia. **Score** Board has over 250 athletes and entertainers under contract, including Cal Ripken, Jr., Shaquille O...

... Association and over 50 NASCAR drivers and racing teams. The Company markets autographed collectibles, prepaid **telephone** calling cards, consumer sports products, **trading** cards and **other** collectible **products**

CONTACT: James C. Robinson Bruce Boyle
 Vice President, Marketing Director, Corporate Communic

a
t
i...

24/3,K/47 (Item 26 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04330424 Supplier Number: 46347413 (USE FORMAT 7 FOR FULLTEXT)
The majority owned subsidiary of NET LNNX INC., Communications/USA Inc. has filed a listing application with the Pacific Stock exchange and the SEC.
Business Wire, p05011423
May 1, 1996
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 493

... currently servicing over 5,000 customers. The company also offers pagers and prepaid long distance **telephone** calling cards, and plans to **offer additional telecommunications services**.

The Voice-Tel system **offers** the broadest voice messaging coverage in the United States, operating a digital **telecommunications** network through independently owned franchisees. Voice-Tel franchises have been **ranked** in the top 10 of the Success Magazine/Ernst & Young Gold 100, as well as...

24/3,K/48 (Item 27 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04268617 Supplier Number: 46253554 (USE FORMAT 7 FOR FULLTEXT)
MCDONALD'S LICENSES SCORE BOARD TO PRODUCE PREPAID PHONE CARDS AND TRADING CARDS
News Release, pN/A
March 27, 1996
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 336

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...Feature McDonald's Images Throughout the Years - Cherry Hill, New Jersey, March 27, 1996 - The **Score** Board, Inc. (NASDAQ: BSBL) and McDonald's Corp. (NYSE: MCD) announced today that they have entered into a license agreement whereby **Score** Board will produce and market prepaid telephone cards and trading cards for collector and consumer...

...around the world. Today there are over 18,000 McDonald's restaurants in 90 countries. **Score** Board will produce a range of phone and trading card products aimed at nostalgia-based...

...its cable television shopping outlets. The first product under the agreement will be released in **Score** Board's fiscal second quarter. Other retailers may also be incorporated in the sales mix...

...prepaid telephone cards approached \$5 billion in 1995. James C. Robinson, Vice President, Marketing at **Score** Board, stated, "McDonald's loyal customer base and world-wide awareness are key components of..."

...memorable line of cards based on McDonald's wealth of advertising and marketing images." The **Score** Board, Inc. is a leading marketer and licensor of sports and entertainment-related products sold through national retailers and catalogs, television shopping programs, hobby/specialty shops, and corporate **promotions** and premium programs. The Company markets prepaid **telephone** calling cards, autographed collectibles, consumer sports products, NFL trading cards, Classic sports draft pick **trading** card sets, and **other** collectible **products**.

24/3,K/49 (Item 28 from file: 16)

DIALOG(R) File 16:Gale Group PROMT(R)

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04268526 Supplier Number: 46253020 (USE FORMAT 7 FOR FULLTEXT)

SCORE BOARD REPORTS FISCAL 1996 FOURTH QUARTER AND YEAR-END RESULTS;

Records an Additional \$3.7 Million Non-Recurring Special Charge.

Business Wire, p3271002

March 27, 1996

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 956

... results, I trust our investors will understand the logic and benefits of the action."

The **Score** Board, Inc. is a leading marketer and licensor of sports and entertainment-related products sold through national retailers and catalogs, television shopping programs, hobby/specialty shops, and corporate **promotions** and premium programs. The Company markets autographed collectibles, prepaid **telephone** calling cards, consumer sports products, NFL trading cards, Classic(R) sports draft pick **trading** card sets, and **other** collectible **products** . -0-

THE SCORE BOARD, INC.
Condensed Consolidated Balance Sheets
(thousands of dollars)

ASSETS

Current Assets...

24/3,K/50 (Item 29 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04254840 Supplier Number: 46231092 (USE FORMAT 7 FOR FULLTEXT)

Bad memory rising, part 3

InfoWorld, p078

March 18, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 3073

... unclear and incomplete were docked points.

Technical support and support policies

We based technical support **scores** on the quality of service we received during anonymous calls to each vendor's technical...

...times, professionalism, politeness, and completeness of answers were all taken into consideration. For support policies, **scores** were calculated according to the duration of free support, whether calls are toll free, and ...

...fax, or other commercial on-line services. We also looked at hours of availability for **telephone** support and whether free **product upgrades** are **offered**.

Pricing

The pricing score is based on the estimated street price of the product and...

24/3,K/51 (Item 30 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04243367 Supplier Number: 46213087

Largest Interconnect Companies

The Business Journal Serving Greater Sacramento, p23

March 11, 1996

Language: English Record Type: Abstract

Document Type: Magazine/Journal; Tabloid; Trade

ABSTRACT:

The table **ranks** the top 25 interconnect firms in Sacramento, CA based on the number of full time employees and local gross sales. Roseville Telephone Co. (Roseville, CA) **ranked** No. 1 with 522 full-time employees and \$103 million in local gross sales. Siemens Rolm Communications (Santa Clara, CA) **ranked** No. 2 with 520 full time employees and \$60 billion in local gross sales. Lucent Technologies/Bell Labs Innovations (Murray Hill, NJ) **ranked** No. 3 with 325 full time employees. The table also shows the hourly service rate, brands authorized to **sell**, **other** communications **products** and services, three notable area clients, person in charge with position and **phone** number and the year they established in area. The information was researched by Sharon Havranek.

...

24/3,K/52 (Item 31 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04223660 Supplier Number: 46180041 (USE FORMAT 7 FOR FULLTEXT)
INSIGNIA ANNOUNCES 1995 EARNINGS
PR Newswire, p228CHW001
Feb 28, 1996
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1030

... HFS Incorporated and GE Capital - ResCom, L.P. Through these affiliations, Insignia will begin to **offer discounted**, quality **telecommunications services** and **other consumer goods** and services to the approximately 600,000 residents and tenants and 400,000 limited partners...

24/3,K/53 (Item 32 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04189353 Supplier Number: 46123596
Rolm's MCI talks paid off
The Business Journal, p19
Feb 5, 1996
Language: English Record Type: Abstract
Document Type: Magazine/Journal; Trade

ABSTRACT:

...jointly and market each other's products. The agreement will enable the two companies to **offer discounts** and **additional services** to their clients. **MCI** hopes the deal will boost its business by \$1 billion, while Rolm has yet to...

24/3,K/54 (Item 33 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04131343 Supplier Number: 46029372
Full-Service Off Site Catering Companies
Colorado Springs Business Journal (CO) Book of Lists, p18
Annual, 1996
Language: English Record Type: Abstract
Document Type: Magazine/Journal; Trade

ABSTRACT:

The table **ranks** full-service off site catering companies in El Paso County, CO, by number of local employees. Food Designers is **ranked** No 1 full-service off site catering firm in EL Paso with 75 employees in...

...65, and Diamond Catering with 60. The list also includes the company's address and **telephone** address, **additional services offered**, specialty foods and areas, owners, and year locally established. All information for this list were...

24/3,K/55 (Item 34 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04086213 Supplier Number: 45952763

Largest area long distance companies

Greater Baton Rouge Business Report, p80

Nov 21, 1995

Language: English Record Type: Abstract

Document Type: Magazine/Journal; Trade

ABSTRACT:

The list **ranks** the largest area long distance companies in Louisiana by number of local staff. Network Long Distance (Baton Rouge, LA) is **ranked** No 1 with a total staff of 65; followed by LDDS WorldCom (Jackson, MS) with ...

...number; top local executive and chief sales contact; outside sales staff; year founded; and mobile **phone**, international calling, and **other offered services**. The information was provided by the company representatives. ...

24/3,K/56 (Item 35 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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03960459 Supplier Number: 45739800

Phone Price Wars May Be Far From Over

The Wall Street Journal, pA2

August 21, 1995

Language: English Record Type: Abstract

Document Type: Newspaper; General Trade

ABSTRACT:

Long-distance carriers are attempting to lure customers by **offering** one-stop shopping for **multiple services**, rather than using **discounts**. **AT & T** and **MCI** have both unveiled plans that combine decreased long-distance **discounts** to customers with **discounts** on auxiliary services like directory assistance and cellular phone usage. However, the carriers may run...

24/3,K/57 (Item 36 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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03952494 Supplier Number: 45724644

TELEPHONE INTERCONNECT COMPANIES

Wichita Business Journal (KS), p10

August 11, 1995

Language: English Record Type: Abstract

Document Type: Magazine/Journal; Trade

ABSTRACT:

Kansas: The list **ranks** the largest telephone interconnect companies in Wichita, KS by the number of employees as of 1995. AT&T was **ranked** No 1 among the largest telephone interconnect companies in the Wichita-area with 235 full...

...time and 5 part-time. The list also includes the following company information: address and **telephone** /fax numbers; total number of employees; number of Wichita-area offices; **other services / products offered**; three major brands **offered**; three major Wichita-area clients; person in charge; and the year of the company's...

24/3,K/58 (Item 37 from file: 16)

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03842542 Supplier Number: 45500410 (USE FORMAT 7 FOR FULLTEXT)

FRONTIER REVIEWS NEW ROCHESTER PLAN, RESPONDS TO AT&T COMPLAINTS

Communications Daily, v15, n82, pN/A

April 28, 1995

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 558

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...year and formed 2 companies -- local network company still called Rochester Telephone and Frontier, which **offers all other services**. **AT & T**, which has opted to enter market as reseller, has complained that Frontier's 5% **discount** to resellers isn't enough.

24/3,K/59 (Item 38 from file: 16)

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03774207 Supplier Number: 45366670 (USE FORMAT 7 FOR FULLTEXT)

Calling All CARDS: Prepaid Phone Cards are Ringing Up Sales

Promo, p37

March, 1995

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 3473

... more than just five free minutes. Co-branding, giving points to customers so they can **buy other products** or take trips, **offering discounts** with non-competing retailers--this is the next evolution."

Wherever the **phone** card business next proceeds, marketers and suppliers say learning the ropes has been a matter...

24/3,K/60 (Item 39 from file: 16)

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03666535 Supplier Number: 45179835 (USE FORMAT 7 FOR FULLTEXT)

MCI PHONECASH AND VALVOLINE INSTANT OIL CHANGE TEAM UP TO OFFER FREE

CALLING TO CONSUMERS

PR Newswire, pN/A

Dec 1, 1994

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 393

... MCI PhoneCash Card good for 10 minutes of free domestic long distance calling from any **phone** in the United States. Customers who **buy additional** automotive **products** or services can receive additional cards. The **promotion** begins today and runs through the month of December, while supplies last.

"We are excited...

24/3,K/61 (Item 40 from file: 16)

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03624374 Supplier Number: 45106660 (USE FORMAT 7 FOR FULLTEXT)

Good Marketing Begins in Your Database

VARbusiness, p41

Nov, 1994

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 652

... you need.

Second, communicate with the customers and prospects you've identified via direct mail, **advertising** or **telephone**. You can invite them to seminars, promote new or **additional products** or services, or **offer discounts** on things they might buy later to encourage them to buy now.

The third step...

24/3,K/62 (Item 41 from file: 16)

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03598479 Supplier Number: 45065575 (USE FORMAT 7 FOR FULLTEXT)

Alarm bells ring over technology

Precision Marketing, v0, n0, p13

Oct 17, 1994

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1730

... marketing aspect is "starting to creep in" here by using IVR to tell customers of **other services** that the company **offers**, or about **promotions** it is running.

Chris Hunka, technical director for telemarketing company Interactive **Telephone Services**, says: "The benefit of IVR is that with a responsive campaign you never know..."

24/3,K/63 (Item 42 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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03576799 Supplier Number: 45029939 (USE FORMAT 7 FOR FULLTEXT)

When Big Brother Goes Too Far

Credit Card Management, v0, n0, p23

Oct, 1994

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 3033

... for everything from gauging creditworthiness and predicting cardholder behavior to promoting card usage and cross- **selling other bank products**.

Core Business

Cobranded card programs, such as the **AT & T** Universal card, the

General Motors card, and the Ford card, also rely on cardholder data...

...significantly raise the cost of doing business for card issuers and acquirers, credit bureaus, credit **scoring** companies, and collections agencies.

For example, such restrictions could have 'a dramatic effect on card ...

24/3,K/64 (Item 43 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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03541530 Supplier Number: 44970585 (USE FORMAT 7 FOR FULLTEXT)
NEW TRA ADVISORY COUNCILS WORK TO SHAPE POLICY DECISIONS
Local Competition Report, v3, n18, pN/A
Sept 5, 1994
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 193

... to become a TRA member, Kelly added.

TRA represents companies involved in the resale of **telecommunications** services. They typically make volume purchases of network services from facilities-based carriers and then **offer** customers **discounts** and **other services**, such as customized billing, customer service and consultation.

The association also lobbies federal and state...

24/3,K/65 (Item 44 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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03452651 Supplier Number: 44816187 (USE FORMAT 7 FOR FULLTEXT)
Upper Deck Gets Extra Credit
Brandweek, v0, n0, p8
July 4, 1994
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 278

... a vehicle to build brand preference,' said Upper Deck licensing manager Elliot Lederman. As an **incentive** to sign up for the new credit card, Upper Deck is **offering** another new **product**, its first **phone** debit card. The Global **Telecommunication** deal gives Upper Deck the licenses for Major League Baseball, the NHL and Marvel comics...

24/3,K/66 (Item 45 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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03244119 Supplier Number: 44459545 (USE FORMAT 7 FOR FULLTEXT)
FCC applies 17% solution to cable-rate controversy
Hollywood Reporter, p1
Feb 23, 1994
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 839

... 0, said that they were not designed to hurt the cable industry.
The rules include **incentives** for cablers who want to provide new programming and other services such as **telephone** or interactive services. Cable operators can **offer** new video and **other services** without the same burdens of regulation if they keep giving customers what they now have ...

24/3,K/67 (Item 46 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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03005563 Supplier Number: 44079611 (USE FORMAT 7 FOR FULLTEXT)
Hertz Offers Calling Card For Corps.
Business Travel News, p1
Sept 6, 1993
Language: English Record Type: Fulltext
Document Type: Tabloid; Trade
Word Count: 401

... volumes to get a better deal in one or both areas.
The card product provides **discounts** on long-distance rates and a package of voicemail, fax and **other telecommunications services**. It is not being **offered** to individual travelers, but rather to corporations for distribution among traveling executives.
It is the...

24/3,K/68 (Item 47 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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02968233 Supplier Number: 44021702
Fonorola denies Sprint deal will hurt revenue
Globe & Mail (Toronto, Canada), pB18
August 7, 1993
Language: English Record Type: Abstract
Document Type: Newspaper; Trade

ABSTRACT:
...maintains that his company is different from most resellers and can still conduct business with **Sprint**. Fonorola **sells discount services** to **other** long-distnace carriers and resellers. Its 1992 revenues were almost C\$43 mil.
...

24/3,K/69 (Item 48 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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02760403 Supplier Number: 43699191
Largest Telephone Interconnect Companies
San Diego Business Journal, p20
March 8, 1993
Language: English Record Type: Abstract
Document Type: Magazine/Journal; Tabloid; Trade

ABSTRACT:
California: The top 22 San Diego-area telephone interconnect companies are

ranked by number of local employees. The list contains current **rank** and **rank** in 1991; name, address and telephone number; number of employees in 1993 and 1992 and...

...headquarters, amount of 1992 installations for systems and lines, total local lines serviced, product lines **offered** as authorized dealer; **other products offered**; partial customer list; local executive, and title and year the company was locally established. **AT & T** was **ranked** the top company with 155 local employees, however, a footnote qualifies that information provided by...

...Irvine, CA. Executone Information Systems finished second with 114 employees, but a footnote qualified the **ranking** by saying the company provided incorrect information for 1992 that included the employees in the ...

24/3,K/70 (Item 49 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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02485383 Supplier Number: 43282437 (USE FORMAT 7 FOR FULLTEXT)

FCC said Aug. 31

Common Carrier Week, pN/A

Sept 7, 1992

Language: English Record Type: Fulltext

Document Type: Newsletter; Professional Trade

Word Count: 190

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

FCC said Aug. 31 it has upheld decision by Common Carrier Bureau rejecting **AT & T** plans to bundle 800 **services** with **other offerings** as part of Software Defined Network **discount** plan. **AT & T** had said that there was no evidence company had competitive advantage in 800 market, but...

24/3,K/71 (Item 50 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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02478894 Supplier Number: 43272825 (USE FORMAT 7 FOR FULLTEXT)

FC said Mon

Communications Daily, pN/A

Sept 1, 1992

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 191

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

FCC said Mon. it has upheld decision by Common Carrier Bureau rejecting **AT & T** plans to bundle 800 **services** with **other offerings** as part of Software Defined Network **discount** plan. **AT & T** had said that there was no evidence company had competitive advantage in 800 market, but...

24/3,K/72 (Item 51 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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02386317 Supplier Number: 43136262
Regulatory Update: AT&T
Network World, p21
July 6, 1992
Language: English Record Type: Abstract
Document Type: Magazine/Journal; Trade

ABSTRACT:

...governing its 800 services to all carriers. The FCC has put out 2 orders mandating **AT & T** customers to change their 800 numbers if they desire **buying** packages that bundle 800 with **other services** and offer volume **discounts**. The FCC states that **AT & T** dominates the 800 services market with an 80% market share and such dominance may permit...

24/3,K/73 (Item 52 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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02372183 Supplier Number: 43115005
United Services Automobile Association
Direct Marketing, v55, n3, p24
July, 1992
Language: English Record Type: Abstract
Document Type: Magazine/Journal; Trade

ABSTRACT:

...with through telephone and mail. One of the new products introduced in 1992 is a **discounted Sprint** long-distance **service**. The **other**, with Signature, **offers** a car road-service package. USAA may polybag its catalog with its bimonthly magazine in...

24/3,K/74 (Item 53 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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02144230 Supplier Number: 42784284 (USE FORMAT 7 FOR FULLTEXT)
New Telephone Service Starts In Japan 02/28/92
Newsbytes, pN/A
Feb 28, 1992
Language: English Record Type: Fulltext
Document Type: Newswire; General Trade
Word Count: 196

... yen for 5,000 yen calls.

IDO has offered the similar service, with a 40% **discount** for mobile **phone** callers.

Meanwhile, NTT has **offered another new service**. -- the leasing of digital **telephone** lines, which support extremely faster transmission speed. Data is sent at 156 megabits per second...

24/3,K/75 (Item 54 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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02130491 Supplier Number: 42764372
Pacific Bell announces plan to put news on phone lines

Orange County Register (Santa Ana, CA), pA1
Feb 19, 1992
Language: English Record Type: Abstract
Document Type: Newspaper; Trade

ABSTRACT:

...s largest local phone company. New services to be offered include news updates or sports **scores** via the phone, expanded directory assistance, and a linkup for schools to Internet, a national computer network. A ruling in fall-1991 opened the door for the **phone** companies to **offer** information **services**. Currently, **other** competing companies are **offering** such things as on-line **advertising**, electronic yellow pages, news reports and other things. According to Pacific Bell spokeswoman Sandy Hale...

24/3,K/76 (Item 55 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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02088992 Supplier Number: 42703558
CMI-MCI will arbitrate 900-number billing beef

Atlanta Business Chronicle, pa6

Jan 30, 1992

Language: English Record Type: Abstract
Document Type: Magazine/Journal; Tabloid; Trade

ABSTRACT:

...biggest service bureaus, providing financial services to the 900-number information line industry. CMI says **MCI** owes it fees and charges related to a contract for 900-number information lines, which **offer** sports **scores**, stock quotes and **other** services. The case is being handled by the American Arbitration Association, whose dictum is legally binding...

24/3,K/77 (Item 56 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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01915181 Supplier Number: 42439943 (USE FORMAT 7 FOR FULLTEXT)
Tandy's New Way of Selling PCs: Firm's Computer City SuperCenters putting computers, office supplies under one roof

HFD-The Weekly Home Furnishings Newspaper, v0, n0, p143

Oct 14, 1991

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1194

... offer a variety of service and maintenance options, monthly payment plans and customer training programs. **Other service incentives** to be **offered** are: an on-site service department, **telephone** support direct form the vendor, and a product leasing program.
The centers also will tout...

24/3,K/78 (Item 57 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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01798855 Supplier Number: 42266158 (USE FORMAT 7 FOR FULLTEXT)

Long distance battle turns to support functions, automation and new services

Telephone Engineer & Management, p10

August 1, 1991

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 745

... to replace its creaky computer systems with some of the most advanced in the industry, MCI is able to offer services that other carriers can't easily match.

Computers made it possible, for example, for MCI to offer big-company billing service to smaller businesses, as well as a consumer discount plan called Friends & Family, launched on March 18. So extensive is the modernization that James...

24/3,K/79 (Item 58 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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01506708 Supplier Number: 41831027 (USE FORMAT 7 FOR FULLTEXT)

TELE-MEDIA: MARKETING'S NEW DIMENSION

Business Marketing, v0, n0, p50

Feb, 1991

Language: English Record Type: Fulltext Abstract

Document Type: Magazine/Journal; Trade

Word Count: 1623

... for example. Lawyers and other services advise clients via 900 numbers. And by combining interactive phone and fax, a number of marketers now offer technical documentation and other product literature instantaneously. Other potential applications - which utilize toll-free and toll calls - include incentive contests, dealer locator programs and market research. (See "Pay-Per-Call Customer Support," p. 54 ...

24/3,K/80 (Item 59 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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01154236 Supplier Number: 41311684 (USE FORMAT 7 FOR FULLTEXT)

MAKE SALESA WINNER: How to take care of your sales force so they'll take care of you

VARbusiness, p63

May, 1990

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 2176

... The compensation plan must mirror the business plan of the firm." Some of Thoroughbred's telephone salespeople support existing customers and sell additional products through the year. They will push special product promotions to the existing base. These people are paid a base salary of \$18,000 to...

24/3,K/81 (Item 60 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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01009267 Supplier Number: 41102256 (USE FORMAT 7 FOR FULLTEXT)
US Sprint and MCI have joined protests against AT&T's 3rd Tariff 15 competitive offering, for First Commerce Corp, banking firm in La
Communications Daily, pN/A
Jan 4, 1990
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 185

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

US Sprint and MCI have joined protests against **AT & T** 's 3rd Tariff 15 competitive offering, for First Commerce Corp., banking firm in La. Plan **offers 15% discount** on Megacom 800 **service** , among **other** features. **Sprint** , which is trying to land First Commerce as customer, said **AT & T** 's plan is based on contention that Sprint had offered customer-specific terms to company...

24/3,K/82 (Item 1 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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09661233 SUPPLIER NUMBER: 19525445 (USE FORMAT 7 OR 9 FOR FULL TEXT)
My dinner with Bob: wining and dining with AT&T's Bob Allen. (outgoing AT&T CEO)

Emmett, Arielle
America's Network, v101, n6, p86(1)
March 15, 1997
LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 799 LINE COUNT: 00063

... 128,200 at the end of 1995. While cutting 23,000 jobs at Lucent and **offering** voluntary early retirement **packages** and **other** buyout **incentives** , Allen's **AT & T** had somehow repositioned two out of five people due for phaseout, and made 6,500...

24/3,K/83 (Item 2 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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09653249 SUPPLIER NUMBER: 18979509 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Breaking the voice barrier: does dial tone mix with kilowatt-hours; what electrics should know about consumer preference before diving into telecommunications.

Hall, Sim
Public Utilities Fortnightly (1994), 134, n22, 38(2)
Dec, 1996
LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1208 LINE COUNT: 00108

... to their electric customers. However, survey results indicate that competitors will need to offer price **discounts** , as consolidated billing alone won't persuade many consumers to switch carriers.

The **Telecommunications** Act requires local **phone** companies to **offer** their **services** to **alternative** providers at **discounted** wholesale rates. The Bell operating companies that control most of the

local-exchange traffic must...

24/3,K/84 (Item 3 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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09048817 SUPPLIER NUMBER: 18770164 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Telecommunications Act under fire. (key interpretation of 1996 telecom
deregulation law intended to open local phone markets to competition
attacked by regional Bells) (Government Activity) (Brief Article)**
Davey, Tom
PC Week, v13, n41, p52(1)
Oct 14, 1996
DOCUMENT TYPE: Brief Article ISSN: 0740-1604 LANGUAGE: English
RECORD TYPE: Fulltext
WORD COUNT: 431 LINE COUNT: 00037

... prices.

But RBOC officials argue that selling their network components to competitors at the required **discount** would **offer** them no **incentive** to **upgrade** local **services**.

These range from "number portability," which allows users to take their old **phone** number to a new address or a new phone company, to speed enhancements such as...

24/3,K/85 (Item 4 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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08647002 SUPPLIER NUMBER: 18262266 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**SCORE BOARD NAMES BARRY BOOKMAN EXECUTIVE VICE PRESIDENT AND CHIEF
OPERATING OFFICER; James C. Robinson Named Vice President, Marketing and
Business Development.**
Business Wire, p5081002
May 8, 1996
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 541 LINE COUNT: 00048

... licenses and development and marketing of trading card and prepaid telephone calling card products.

The **Score** Board, Inc. is a leading marketer and licensor of sports and entertainment-related products sold through national retailers and catalogs, television shopping programs, hobby/specialty shops, and corporate **promotions** and premium programs. The Company markets autographed collectibles, prepaid **telephone** calling cards, consumer sports products, sports **trading** cards and **other** collectible **products**.

CONTACT: Michael A. Hoppman
Chief Financial Officer
609/354-9000
or
David C. Collins, Joseph...

24/3,K/86 (Item 5 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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08542786 SUPPLIER NUMBER: 18113962 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Bad memory rising. (five memory-enhancement packages) (includes related article on results at a glance, how products were tested, what to expect with Windows 95) (Software Review) (Evaluation)

InfoWorld, v18, n12, p78(10)

March 18, 1996

DOCUMENT TYPE: Evaluation

ISSN: 0199-6649

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 11345 LINE COUNT: 00906

... unclear and incomplete were docked points.

Technical support and support policies

We based technical support **scores** on the quality of service we received during anonymous calls to each vendor's technical...

...times, professionalism, politeness, and completeness of answers were all taken into consideration. For support policies, **scores** were calculated according to the duration of free support, whether calls are toll free, and ...

...fax, or other commercial on-line services. We also looked at hours of availability for **telephone** support and whether free **product upgrades** are **offered**.

Pricing

The pricing score is based on the estimated street price of the product and...

24/3,K/87 (Item 6 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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08479484 SUPPLIER NUMBER: 17966137 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Dream of stores united fulfilled through Retex. (smaller chains join to reap benefits of group buying)

Chain Store Age Executive with Shopping Center Age, v72, n2, p158(3)
Feb, 1996

ISSN: 0193-1199

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1150 LINE COUNT: 00100

...ABSTRACT: chains, such as The Gap and Musicland. Members benefit from group purchasing power in buying **telephone** service, credit card **transaction** processing, and **other services**. For example, Retex members receive **discounts** and an 18% rebate on Callpoints Teleconferencing. Members also benefit from Retex's research into...

24/3,K/88 (Item 7 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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08179265 SUPPLIER NUMBER: 17537995

Dining card savings - from hotels to haircuts. (new services available with discount dining cards)

Swafford, David

Business Week, n3445, p159(1)

Oct 9, 1995

ISSN: 0007-7135

LANGUAGE: English

RECORD TYPE: Abstract

ABSTRACT: The three biggest **discount** dining card services are diversifying their offerings to include lodging, **telephone** service, dry

cleaning and **other services** . Offerings from Transmedia, In Good Taste and Entertainment Publications are described.

24/3,K/89 (Item 8 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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07038426 SUPPLIER NUMBER: 15304348

Telecom amendment could slow HDTV push. (U.S. high-definition TV)

Leopold, George

Electronic Engineering Times, n789, p10(1)

March 21, 1994

ISSN: 0192-1541

LANGUAGE: ENGLISH

RECORD TYPE: ABSTRACT

...ABSTRACT: that would allow broadcasters to use spectrum space, reserved for HDTV, for data transmission and **other services** . The amendment, **offered** by a **ranking** member of the House **telecommunications** subcommittee, would allow broadcasters to provide ancillary or supplementary services, such as paging, which are...

24/3,K/90 (Item 9 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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06118148 SUPPLIER NUMBER: 12540674

(USE FORMAT 7 OR 9 FOR FULL TEXT)

FCC said Mon. it has upheld decision. (Common Carrier Bureau's rejection of AT&T's 800 service bundling plan)

Communications Daily, v12, n170, p4(2)

Sept 1, 1992

ISSN: 0277-0679

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 205

LINE COUNT: 00017

TEXT:

FCC said Mon. it has upheld decision by Common Carrier Bureau rejecting **AT & T** plans to bundle 800 **services** with **other offerings** as part of Software Defined Network **discount** plan. **AT & T** had said that there was no evidence company had competitive advantage in 800 market, but ...

24/3,K/91 (Item 10 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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05784843 SUPPLIER NUMBER: 11819586

(USE FORMAT 7 OR 9 FOR FULL TEXT)

Cam-Net cycle on the upswing. (Cam-Net Communications Network Inc.)

(Western Markets) (Column)

Schreiner, John

Financial Post, p18(1)

Jan 18, 1992

DOCUMENT TYPE: Column

ISSN: 0015-2021

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 804

LINE COUNT: 00061

... firm will uncork a multi-media marketing campaign this year to sell its ability to **offer discount** long-distance calling and **other services** to commercial and residential customers in four major Canadian cities.

"The Canadian alternative long-distance **telephone** supply market is large and continues to be relatively undeveloped compared to the U.S...

24/3,K/92 (Item 11 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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05471762 SUPPLIER NUMBER: 11415065 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Tandy's new way of selling PCs. (Home Office)
McConville, James A.
HFD-The Weekly Home Furnishings Newspaper, v65, n42, p143(3)
Oct 14, 1991
ISSN: 0746-7885 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1269 LINE COUNT: 00101

... offer a variety of service and maintenance options, monthly payment plans and customer training programs. **Other service incentives** to be **offered** are: an on-site service department, **telephone** support direct form the vendor, and a product leasing program.
The centers also will tout...

24/3,K/93 (Item 12 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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05066159 SUPPLIER NUMBER: 09827583
Tariff 12 foes urge FCC to explain conflicting rulings. (Federal Communications Commission)
Taff, Anita
Network World, v8, n4, p1(2)
Jan 28, 1991
ISSN: 0887-7661 LANGUAGE: ENGLISH RECORD TYPE: ABSTRACT

ABSTRACT: MCI Communications Corp and US Sprint Communications Corp, opponents of **AT** and **T**'s Tariff 12, want the Federal Communications Commission (FCC) to investigate the legality of **offering** combined **discounts** on 800 and **other services** under the tariff. **MCI** and **Sprint** claim that the FCC has already prohibited this in its banning of an AT and...

24/3,K/94 (Item 13 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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04601965 SUPPLIER NUMBER: 08551650 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Major telcos install fiber loop backup. (Nynex in Manhattan and Boston; GTE Telephone Operations in Tampa, FL)
Lanning, Thomas
Telephony, v218, n20, p16(3)
May 14, 1990
ISSN: 0040-2656 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 604 LINE COUNT: 00049

... for large business customers in Tampa as part of a larger package that includes volume **discounts** and service enhancements, a GTE spokeswoman said.

"The **telecommunications** business has become very competitive," she

said, referring to **alternative services offered** by bypassers.
As part of the package, GTE also has restructured its rates for T...

24/3,K/95 (Item 14 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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04167718 SUPPLIER NUMBER: 07428120 (USE FORMAT 7 OR 9 FOR FULL TEXT)
A skeptic's view of videotex. (market penetration and the future of videotex)

Truet, Bick; Hermann, Mark
Telephony, v217, n2, p26(2)
July 10, 1989

ISSN: 0040-2656 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1156 LINE COUNT: 00091

... example, decide to offer enhanced levels of software support to different users, or as an **incentive** with specialized software packages. The help-line for one software package could be **offered** as a partly subsidized 900 **service** while **another** software **package** 's help-line may be **offered** free as an 800 service. **Sprint** Gateways will offer both service options later this year. In addition, the IP will have...

24/3,K/96 (Item 15 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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03823273 SUPPLIER NUMBER: 07208236
Intermetrics fills in C gap left by IBM: vendor to enhance and support a near-identical version of now-discontinued compiler.

Gill, Phillip
Information Week, n217, p25(1)
April 24, 1989

ISSN: 8750-6874 LANGUAGE: ENGLISH RECORD TYPE: ABSTRACT

...ABSTRACT: managers claim is substantially the same as the IBM product. Intermetrics, therefore, has decided to **offer** support for the discontinued IBM **product**, including **upgrades**, bug fixes, an 800 **telephone** line service, a newsletter and major upgrade **discounts**. Intermetrics' maintenance is priced at \$325 per month, compared with IBM's \$1,000 per...

24/3,K/97 (Item 16 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

03671677 SUPPLIER NUMBER: 06833481 (USE FORMAT 7 OR 9 FOR FULL TEXT)
At your service. (includes related articles) (Special Advertising Section: Mutual Funds)

Hines, Michael
Financial World, v157, n15, p46(6)
July 12, 1988

CODEN: FIWOA ISSN: 0015-2064 LANGUAGE: ENGLISH RECORD TYPE:
FULLTEXT

WORD COUNT: 2691 LINE COUNT: 00219

... retirement plans and systematic withdrawal plans; provide instant

access to account information by touch-tone **telephone** ; and a host of **other services** . But a unique advantage **offered** all fund shareholders is access to the **discount** brokerage services.

With easy access to **discount** brokerage services, fund shareholders can buy stocks, bonds or other securities with cash in their...

24/3,K/98 (Item 17 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

03669575 SUPPLIER NUMBER: 06928229 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Cash dividend declared by TDS board for third quarter. (Telephone and Data Systems Inc.)

PR Newswire, 0824NY084

Aug 24, 1988

LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 137 LINE COUNT: 00011

... Sept. 15, 1988.

TDS is a diversified Chicago based communications service company with substantial local **telephone** operations, developing radio paging, cellular mobile radio **telephone** businesses and **other** communications **services** . TDS **offers** a dividend reinvestment and stock purchase plan which features a **discount** of 5 percent on reinvested dividends.

/CONTACT: Murray L. Swanon of TDS, 312-630-1900...

24/3,K/99 (Item 18 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

03526822 SUPPLIER NUMBER: 06693231 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Top 25 residential real estate brokers in Los Angeles County. (directory)

Seago, Kate

Los Angeles Business Journal, v10, n5, p16(1)

Feb 1, 1988

DOCUMENT TYPE: directory ISSN: 0194-2603 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 51 LINE COUNT: 00012

... address (county/company) (county/company)
TABLE: Year founded in
TABLE: Brokerage L.A. County/
TABLE: Rank address Headquarters Other services
offered
TABLE: Top local
TABLE: Brokerage executive/
TABLE: Rank address title/ phone

24/3,K/100 (Item 19 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

03465654 SUPPLIER NUMBER: 06263590 (USE FORMAT 7 OR 9 FOR FULL TEXT)
TDS reports record revenues and earnings from continuing operations.

(Telephone and Data Systems Inc.)

PR Newswire, 0304NY52

March 4, 1988

LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 812 LINE COUNT: 00081

... projected in future years."

TDS is a Chicago-based diversified communications service company with local **telephone** operations, developing radio paging and cellular **telephone** operations, and **other** communications **services**. The company **offers** shareowners a dividend reinvestment program which permits purchase of common shares at a 5 percent **discount**.

TELEPHONE AND DATA SYSTEMS, INC.discount.

(Unaudited)STEMS, INC.discount.

(In thousands of dollars, except...

24/3,K/101 (Item 20 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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03138791 SUPPLIER NUMBER: 06227907 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Services sales agents.

Dillon, Hall

Occupational Outlook Quarterly, v31, n2, p24(3)

Summ, 1987

CODEN: OOQUA ISSN: 0199-4786 LANGUAGE: ENGLISH RECORD TYPE:
FULLTEXT

WORD COUNT: 2096 LINE COUNT: 00179

... to review their telephone systems, analyze their communications needs, and recommend services such as additional **telephone** instruments, lines, and switchboard systems.

Other services sales agents **sell advertising**, automotive leasing, public utility, exterminating, burial, printing, shipping, protective, and management consulting services.

Nature of...

24/3,K/102 (Item 21 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

02447880 SUPPLIER NUMBER: 04026664

Largest Baltimore-area employment agencies. (illustration)

Bass, Brad

Baltimore Business Journal, p28(1)

Nov 18, 1985

DOCUMENT TYPE: illustration ISSN: 0747-1823 LANGUAGE: ENGLISH

RECORD TYPE: ABSTRACT

...ABSTRACT: Service Inc. leads the list of the largest Baltimore-area employment agencies. The table indicates **rank**, name, address, **phone** number, number of 1984 placements, types of professions handled, number of employees, chief executive officer, **other services offered**, areas covered, and percentage of applicant-paid commissions.

24/3,K/103 (Item 22 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

02031846 SUPPLIER NUMBER: 03121371 (USE FORMAT 7 OR 9 FOR FULL TEXT)

New retail winners finding profit home away from home. (telephones)

Consumer Electronics, v12, p48(2)

Feb, 1984

ISSN: 0362-4722

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 1328

LINE COUNT: 00101

... if you just sell phones," he says, "especially if you're a specialty store. The **discounters** can just stack phones up on a shelf and they do ok because they **sell other products**. But **telephone** specialty stores have to offer service and installation to survive."

Others see service as something...

24/3,K/104 (Item 23 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

01762076 SUPPLIER NUMBER: 02817343 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Ma Bell's kids fight for position. (breakup of AT&T into regional phone companies)

O'Reilly, Brian

Fortune, v107, p62(7)

June 27, 1983

ISSN: 0015-8259

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 4407

LINE COUNT: 00341

24/3,K/105 (Item 1 from file: 160)

DIALOG(R)File 160:Gale Group PROMT(R)

(c) 1999 The Gale Group. All rts. reserv.

02307369

Integra Hotel & Restaurant - Facilities & Equipment

Annual Report 1988 p. 0

... mark of Days Inns of America, Inc.("DIA"). DIA furnishes its franchisees with a national **advertising** program and a **telephone** reservation system as well as **other typical services** offered by a hotel franchisor. Days Inn hotels are moderately priced, full service hotels, which generally...

24/3,K/106 (Item 2 from file: 160)

DIALOG(R)File 160:Gale Group PROMT(R)

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02280357

AT&T introduced Execu-Bill service, designed to provide corporate customers with variety of ways to track long distance telephone calls

Common Carrier Week September 4, 1989 p. N/A

ISSN: 0743-4812

FULL TEXT AVAILABLE IN FORMAT 7 OR 9 WORD COUNT: 126

... center for additional analysis, AT&T said. Companies that sign up for service can get **AT & T** Pro WATS subscription for \$12. **AT & T** also said it's **offering discounts** on **other services**, including waiving one-time Execu-Bill startup charge of \$1,000-\$2,500 if companies...

24/3,K/107 (Item 3 from file: 160)

DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

02088775

Marketing Minutes: Goal to up consumer loans 15%
Bank Advertising News January 2, 1989 p. 1,8
ISSN: 0274-7111

... the next year. Radio advertising is to begin in 1/89.
McCann-Erickson is the ad agency handling the account. Cross- selling
other products to Phone Loan callers is a goal of First City.
...

24/3,K/108 (Item 4 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

01970552

Brock Hotel - Patents & Copyrights
Annual Report 1987 p. 0

... Inn" is a registered service mark of DIA. DIA furnishes its franchisees with a national advertising program and a telephone reservation system as well as other typical services offered by a hotel franchisor. Days Inn hotels are moderately priced, full service hotels, which generally...

24/3,K/109 (Item 5 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
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01070070

A shakeout in long distance.
New York Times (National Edition) August 28, 1984 p. 31,321

...service will fall to 20 by 1990, compared with 400 currently. Nearly all current firms buy discount long distance service from other carriers, mainly AT & T, and resell it at a profit. Allnet Communication Services is moving into other telecommunications services...

24/3,K/110 (Item 6 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

01058496

MOBILE PHONES: HOT NEW INDUSTRY.
Fortune August 6, 1984 p. 08-1131

... wire' company. To increase competition the FCC allows resale of cellular service; one company can buy another's service and advertise it as its own. Before cellular phone service is widely used the price will have to come down; Ameritech charges a \$22...

24/3,K/111 (Item 7 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

01032034

Technology: Selling Phone Information.

New York Times (National Edition) April 5, 1984 p. 301

...get listings without calling the operator. Another potential service would permit customers to store their **phone** lists on excess **phone** company computer capacity. **Other** potential **services** offer ZIP codes or classified ads; specialized **phone** lists for **advertisers**, such as one of newcomers to a city; advertising messages; and operator services such as ...

24/3,K/112 (Item 8 from file: 160)

DIALOG(R)File 160:Gale Group PROMT(R)

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00432946

US banks kept their marketing budgets at about the same levels as in 1976, according to a new Bank Marketing Assn (BMA) study, Analysis of 1977 Bank Marketing Expenditures (available from BMA, 309 W Washington St, Chicago, Ill, 60606, at \$15/copy for members, \$20 for nonmembers).
Advertising Age July 10, 1978 p. 41

The work gave data on average bank expenditures for nine size categories **ranked** by deposit, but not a total. As calculated by Advertising Age, US bank marketers spent...

... a reversal of a 1976 trend). The survey found that 19% of the institutions surveyed **offer telephone bill paying services**, with **another** 22% reporting that they would move into this area in 1978. Major growth was found...

24/3,K/113 (Item 1 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

(c) 2003 The Gale Group. All rts. reserv.

01778983 SUPPLIER NUMBER: 16908974 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Trade you...states swap rights of way for share of fiber nets.

Lawton, George

Digital Media, v4, n11, p20(3)

April 10, 1995

ISSN: 1056-7038

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 2535 LINE COUNT: 00198

... point Ricks told bidders for the Missouri project that they could sweeten the pot by **offering discounts on telecommunication services** to **other** state agencies. However, they subsequently realized that this was considered unfair competition under Missouri law...

24/3,K/114 (Item 2 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

(c) 2003 The Gale Group. All rts. reserv.

01500890 SUPPLIER NUMBER: 11989537 (USE FORMAT 7 OR 9 FOR FULL TEXT)

New telephone service starts in Japan. (Nippon Denshin Denwa KK)

Miyazawa, Masayuki

Newsbytes, NEW02280018

Feb 28, 1992
LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 204 LINE COUNT: 00015

... yen for 5,000 yen calls.

IDO has offered the similar service, with a 40% **discount** for mobile **phone** callers.

Meanwhile, NTT has **offered** **another** new **service** . -- the leasing of digital **telephone** lines, which support extremely faster transmission speed. Data is sent at 156 megabits per second...

24/3,K/115 (Item 1 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

03267721 Supplier Number: 46706502 (USE FORMAT 7 FOR FULLTEXT)

US ORDER SHOWS INTERNET PHONE.

Retail Delivery Systems News, v1, n19, pN/A
Sept 13, 1996

Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 109

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...personal access devices to interactive services, such as E-mail, for \$7.95 a month. **Other services offered** include sending text messages to pagers via keyboards, electronic directory assistance for **phone** numbers and addresses, personal directory storage, stock quotes, sports **scores** and weather forecasts. The application software for the devices is provided by SmartServ, of Stamford...

24/3,K/116 (Item 2 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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03136039 Supplier Number: 46418610 (USE FORMAT 7 FOR FULLTEXT)

PACBELL JUMPS INTO INTERNET ARENA

Communications Today, pN/A
May 29, 1996

Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 738

... Internet directory and compilation of web sites with a "California Cool" theme.

As a local **telephone** company, Pacific Bell has the opportunity to combine its **other** enhanced **services** with its Internet **offering** in **discounted** packages. Voice mail and Internet service, for example, are complementary products and the company, therefore...

24/3,K/117 (Item 3 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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02852764 Supplier Number: 45782726 (USE FORMAT 7 FOR FULLTEXT)

SPRINT CUSTOMER SEARCH STRATEGY IGNORES AT&T

The Report on AT&T, v13, n19, pN/A
Sept 11, 1995
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 980

... Friends and Family Connections plan includes long-distance cellular, e mail and "500" numbers among **other services** .

"The more services customers **buy** , the more entrenched they will be with **MCI** ," McManus told RATT.

AT & T said that reducing "churn has to be an all-inclusive process. In addition to its **incentive** checks and True Rewards program, AT&T simply wants to give the customer what it...

24/3,K/118 (Item 4 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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02733606 Supplier Number: 45546836 (USE FORMAT 7 FOR FULLTEXT)

Berry Begins Rollout Of Team Approach To Selling Yellow Pages

Yellow Pages & Directory Report, v11, n9, pN/A
May 17, 1995

Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 366

... of L.M. Berry, the broader goal of the approach is to strengthen relationships with **advertisers** , a critical element of Berry's long-term goal of **selling additional products** and services--including **telecommunications** products--to local businesses.

Separately, Smith noted that revenues at Berry grew more than 6...

24/3,K/119 (Item 5 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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02416617 Supplier Number: 44798166 (USE FORMAT 7 FOR FULLTEXT)

BELL SEEKS DECREE WAIVER

State Telephone Regulation Report, v12, n13, pN/A
June 30, 1994

Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 173

... applies regardless of the carrier chosen by the school and is not tied to any **other BellSouth service offering** .

Carriers, **BellSouth** noted, must pass the access **discount** on to schools through reduced private line rates. The telco noted that no carrier has...

24/3,K/120 (Item 6 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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02389803 Supplier Number: 44722476 (USE FORMAT 7 FOR FULLTEXT)

Premium Show News: Licensing Scarce At Show

Licensing Letter, v18, n6, pN/A

June, 1994
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 159

... Nostalgic trademarks. Several premium items were evident based on nostalgic logos from Coca-Cola and **other** trademarks. **Products** include tin boxes, **trading** cards, etc.

A new and prevalent **incentive** item at the show was the **telephone** debit card, which is being pitched as a promotional item as well as a collectible...

24/3,K/121 (Item 7 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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02157715 Supplier Number: 44043649 (USE FORMAT 7 FOR FULLTEXT)
FTC PROPOSES \$2 AS TRIGGER FOR '900' SERVICE PREAMBLES
Telephone Week, v10, n11, pN/A
August 19, 1993
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 768

... old group include a vast array of information providers like AT&T, MCI, Sprint, local **telephone** companies and publishing companies **offering** a parade of **services other** than the hot chats widely **advertised** on late-night TV.

But he and Metalitz believe \$5 would be "a more realistic...

24/3,K/122 (Item 8 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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01400652 Supplier Number: 41801613 (USE FORMAT 7 FOR FULLTEXT)
Operators want BT out, unions back early entry
New Media Markets, pN/A
Jan 17, 1991
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 601

... base.

Similar fears are expressed in the response to the consultation paper from the British **Telecommunications** Unions Committee, which argues: 'By **offering other service** providers effectively open access to BT's customers, equal access would remove any **incentive** for Mercury (or other trunk operators, including cable companies) to invest in the local loop...

24/3,K/123 (Item 9 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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01364743 Supplier Number: 41683259 (USE FORMAT 7 FOR FULLTEXT)
In Brief...
411 Newsletter, v11, n21, pN/A
Nov 19, 1990

Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 254

... each additional minute depending on the total number of hours.
There are 20% and 30% **discounts** for evening and night use.

- New York **Telephone** also began **offering** an **alternative** 800 **service** called 800 Valuflex. The service allows subscribers to receive 800 calls without the need for...

24/3,K/124 (Item 10 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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01331390 Supplier Number: 41568617 (USE FORMAT 7 FOR FULLTEXT)

AT&T ASKS MORE TIME TO ANSWER COMPLAINTS ABOUT AGGREGATORS

The Report on AT&T, v8, n37, pN/A

Sept 24, 1990

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 464

... the FCC that AT&T's provision of services to resellers under its multi-location **discount** plans are "unlawfully vague and ambiguous," in violation of commission rules and the Communications Act.

AT & T has been **selling discounted** regular and **other telephone services**, such as "800," WATS and Software Defined Network services, to entrepreneurs who set up user...

24/3,K/125 (Item 11 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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01281700 Supplier Number: 41417654 (USE FORMAT 7 FOR FULLTEXT)

Long Distance Aggregators Offer More Than Just Big Discounts

Telecommunications Alert, v8, n7, pN/A

July, 1990

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 79

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

Long distance aggregators who pool small users' traffic to gain bigger volume **discounts** on long distance **services offer other** benefits beside lower prices: no long-term contracts and minimum volume commitments.

AT & T's volume **discount** plans, for example, require users to commit to a certain traffic volume and a...

24/3,K/126 (Item 12 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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01269300 Supplier Number: 41376448 (USE FORMAT 7 FOR FULLTEXT)

FCC's COMPUTER 3 DECISION OVERTURNED BY APPEALS COURT

Communications Daily, v10, n110, pN/A

June 7, 1990

Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 672

... plans for RHCs under which they could offer enhanced services. Relief of structural separation was **incentive** for offering those services under agency's framework. In theory, ONA and **other services** could be **offered** by separate subsidiary, FCC officials said.

MCI attorney Richard Severy said decision "places in legal jeopardy the enhanced services the BOCs are...

24/3,K/127 (Item 13 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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01260744 Supplier Number: 41350391 (USE FORMAT 7 FOR FULLTEXT)

BOC To Boost Rural Development

BOC Week, v7, n21, pN/A

May 28, 1990

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 336

... freeze and earnings incentives.

Southern Bell's unregulated BellSouth affiliates are planning to join the **incentives** campaign with their own **discounts** in Georgia. Starting this summer, a new business locating in any of Georgia's 159 counties would be eligible for **discounts** on yellow pages **advertising**, **phone** equipment, mobile services, enhanced **services** and **other** unregulated **BellSouth offerings**.

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24/3,K/128 (Item 14 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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01234964 Supplier Number: 41260912 (USE FORMAT 7 FOR FULLTEXT)

NEW UNIVERSAL CARD TO ALLOW AT&T TO COLLECT LONG DISTANCE FEES WITHOUT LECs

Common Carrier Week, v7, n14, pN/A

April 2, 1990

Language: English Record Type: Fulltext

Document Type: Newsletter; Professional Trade

Word Count: 1165

... 250,000 travel accident insurance, emergency medical and legal assistance, collision damage waiver coverage and **discounts** on rental cars, among **other services**. **Sprint Visa** is **offered** through Visa Affinity program, as is **AT & T Universal Card**. Universal Card also offers collision damage waiver on rental cars, as well as...

24/3,K/129 (Item 15 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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01020131 Supplier Number: 40383222 (USE FORMAT 7 FOR FULLTEXT)

AT&T, UNIONS TO DISCUSS ROLLOUT OF PHONE STORE SALES QUOTAS

The Report on AT&T, pN/A

May 9, 1988

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 503

... lower price "sometimes one or two doors away. At least let us compete with the **discounters** on a fair basis."

Another complaint is that **Phone** Center employees are also expected to **sell products** **other** than residential phones, such as typewriters and business systems, he said. -- Mark A. Kellner

COPYRIGHT...

24/3,K/130 (Item 16 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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01012738 Supplier Number: 40337895 (USE FORMAT 7 FOR FULLTEXT)

AT&T SAYS HNS PROPOSAL IS "REASONABLE COMPETITIVE RESPONSE"

The Report on AT&T, pN/A

March 28, 1988

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 446

... AT&T at least 4 million minutes each of 1+ and 0+ calls every month.

AT & T last week argued that major interexchange rivals like **MCI** and **ITT**, as well as **alternative** operative **services** (AOS) companies, "now **offer** precisely the kind of package of **discounted** 1+ service and 0+ commission that **AT & T** seeks to provide with HNS."

The company in a filing with the FCC said it...

30/3,K/1 (Item 1 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

1553167 Supplier Number: 01553167

AT&T Ends PeronaLink To Focus On Net Services

(AT&T dropping PersonaLink messaging service on 8/30/96 to focus on Internet services)

TWICE, v 11, n 16, p 30

July 22, 1996

DOCUMENT TYPE: Journal ISSN: 0892-7278 (United States)

LANGUAGE: English RECORD TYPE: Abstract

ABSTRACT:

...using the Motorola Envoy or Sony's Magic Link. AT&T will not charge PersonaLink **users** for the 5/95 to 8/96 period and will refund activation fees and also offering a \$150 **coupon** good towards **other services**. **AT & T** will now focus on Internet services, with its World Net service having grown to 185...

30/3,K/2 (Item 2 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

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1271144 Supplier Number: 01271144

(USE FORMAT 7 OR 9 FOR FULLTEXT)

Drawing Card

(Phone cards are growing in popularity, and more companies are offering them)

HFN, v 69, n 35, p 49+

August 28, 1995

DOCUMENT TYPE: Journal ISSN: 1082-0310 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1390

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...under the name AT&T PrePaid Card. MCI calls its card the PhoneCash Card, and **Sprint** name its the Instant Foncard.

Cards have often served as premiums with **other products**. **AT & T** this summer **offered** a **promotion** in Los Angeles in conjunction with Duracell batteries.

SmarTalk's Lorsch said an added asset...

30/3,K/3 (Item 3 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

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1112191 Supplier Number: 01112191

(USE FORMAT 7 OR 9 FOR FULLTEXT)

Nynex Starts "Ad-Supported Online Yellow Pages" On Prodigy

(Nynex starts Nynex Interactive Yellow Pages, an advertiser supported online Yellow Pages)

Newsbytes News Network, p N/A

January 26, 1995

DOCUMENT TYPE: Journal (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 726

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...has launched the Nynex Interactive Yellow Pages, a service being dubbed "the nation's first **advertiser** -supported online Yellow Pages," with Prodigy as its first home.

But **Nynex** plans to provide similar **offerings** on **other** online **services**, and is now in discussions with CompuServe and AOL (America Online) about that prospect, said...

30/3,K/4 (Item 4 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

(c) 2003 Resp. DB Svcs. All rts. reserv.

1053546 Supplier Number: 01053546

MCI Plans to Feed National Advertising To Cable Companies

(MCI has signed up Horizon Cablevision as its first customer in a plan to link cable-TV companies to the national MCI network offering speedy delivery of advertising and other information services)

Wall Street Journal , v CCXXIV, n 57, p B5

September 21, 1994

DOCUMENT TYPE: Business Newspaper ISSN: 0099-9660 (United States)

LANGUAGE: English RECORD TYPE: Abstract

(MCI has signed up Horizon Cablevision as its first customer in a plan to link cable-TV companies to the national MCI network offering speedy delivery of advertising and other information services)

ABSTRACT:

MCI Communications Corp has signed up Horizon Cablevision (Lansing, MI), which has approximately 30,000 **subscribers**, as its first **customer** in a plan to link cable-TV companies to the national **MCI** network which will **offer** speedy delivery of **advertising** and **other** information **services** on cable systems. **MCI** president Gerald Taylor stated that his company will store **advertising** and video programming in computer servers in the MCI network for delivery, storage and insertion...

30/3,K/5 (Item 1 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00882046 95-31438

Strategies for change in the service sector: The global telecommunications industry

Dowling, Michael J; Boulton, William R; Elliott, Sidney W

California Management Review v36n3 PP: 57-88 Spring 1994

ISSN: 0008-1256 JRNL CODE: CMR

WORD COUNT: 11966

...TEXT: Cox Enterprises, a cable TV and newspaper publishing company based in Atlanta, to develop electronic **advertising** and directory services. These moves position **BellSouth** to **offer** video programming and **other** electronic **services** as the market develops and certain restrictions on the RBOCs are lifted.

In a recent...

30/3,K/6 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00578029 91-52376

RHCs Sight Info Services Carrot Will Congress Yank It Away?

Mason, Charles
Telephony v221n16 PP: 8-9 Oct 14, 1991
ISSN: 0040-2656 JRNL CODE: TPH
WORD COUNT: 859

...TEXT: may be good news for big newspaper owners, but it's bad news for American **consumers**."

The newspaper publishers simply "want to protect their classified **advertising** dollars" by preventing the RHCs from **offering alternative** electronic **services**, Blatherwick said.

Bell Atlantic Chairman Raymond Smith said the Cooper bill also was inconsistent in that it would only...

30/3,K/7 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00251146 84-29707

The Great Electronic Mail Shootout

Louis, Arthur M.
Fortune v110n4 PP: 167-172 Aug 20, 1984
ISSN: 0015-8259 JRNL CODE: FOR

ABSTRACT: MCI Communications and Federal Express, both aggressive mass marketers, are now developing, **advertising**, and promoting electronic mail services. **MCI** offers a standard computer-mailbox message-delivery **service**, **complimented** by hand delivery. Federal Express **offers** a combination of facsimile transmission and hand pickup and delivery. **MCI** has spent about \$40 million and Federal Express about \$100 million to develop their electronic...

30/3,K/8 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

04409412 Supplier Number: 46469379 (USE FORMAT 7 FOR FULLTEXT)

NYNEX MAKES LONG-DISTANCE MOVES IN 4 OUT-OF-REGION STATES

Telco Business Report, v13, n13, pN/A
June 17, 1996
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 238

... under the Bell Atlantic Nynex Mo-bile brand name. However spokeswoman Jamie DePeau doubts that **Nynex** will part-ner with other companies to provide the **ad -ditional services** in **other** markets, opting in- stead to **sell** services under the **Nynex** name.

Nynex is not the first to begin an out-of-region quest to offer long-distance...

30/3,K/9 (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

04338623 Supplier Number: 46363164 (USE FORMAT 7 FOR FULLTEXT)
MCI BUNDLES CALLS, E-MAIL AND NUMBER INTO SINGLE, ONE-PRICE PRODUCT
Warren's Telecom Regulation Monitor, v1, n13, pN/A
May 6, 1996
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 458

(USE FORMAT 7 FOR FULLTEXT)
TEXT:
...flat-rate monthly fee with one cost for additional time, becoming first major carrier to **offer multiple services** at one price. **MCI One**, heavily **advertised** on Sun. night TV programs, generated "3 times" expected response, said John Donoghue, senior vp- **consumer** marketing. "Integration is the key to MCI One," he told reporters at news conference April...

30/3,K/10 (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

04338596 Supplier Number: 46363120 (USE FORMAT 7 FOR FULLTEXT)
MCI BUNDLES CELLULAR, PAGING, E-MAIL AND NUMBER INTO SINGLE PRODUCT
Mobile Communications Report, v10, n10, pN/A
May 6, 1996
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 358

(USE FORMAT 7 FOR FULLTEXT)
TEXT:
...rate monthly fee with one cost for additional time, becoming first major telecom carrier to **offer multiple services** at one price. **MCI One**, heavily **advertised** on April 28 evening TV programs, generated "3 times" expected response among **consumers**, said John Donoghue, senior vp-consumer mktg.. "Integration is the key to MCI One," he...

30/3,K/11 (Item 4 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

04283303 Supplier Number: 46276846 (USE FORMAT 7 FOR FULLTEXT)
MCI Broadens Web Offerings With Construction, Hosting Services
Electronic Marketplace Report, v10, n7, pN/A
April 2, 1996
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 491

... Hanson replied, "Most companies stick their toe in the water with a

site designed for **promotion** , then expand their Internet presence to include new product information and eventually to **sell** goods," Hanson said.

Multiple Packages

MCI Website Services **offers** a range of installation and monthly hosting fees for **clients** who want to be on the shared platform. A shared platform hosts several different sites...

30/3,K/12 (Item 5 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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03560509 Supplier Number: 45002079 (USE FORMAT 7 FOR FULLTEXT)

Sprint Pinning VDT Hopes On Wake Forest Trial

Multichannel News, p64

Sept 19, 1994

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 656

... law.

Sprint has no plans to try to control programming on the network, Chall said. **Sprint** is developing an electronic navigator to help **subscribers** sort through services and will **offer other** information **services** such as electronic Yellow Pages **advertising** , he said.

Sprint plans to build a hybrid fiber and coaxial network, with a capacity of 750 MHz...

30/3,K/13 (Item 6 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

03065813 Supplier Number: 44172875 (USE FORMAT 7 FOR FULLTEXT)

800 Ways to Call Long-Distance

Brandweek SuperBrands, v0, n0, p106

Oct 18, 1993

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1315

... that while these products weren't yet available, 'You will' be seeing them soon from **AT & T** .

'We need to show people we **offer** a **multiplicity** of **products** ,' said Linda Urben, **AT & T** 's corporate **advertising** manager.

All that image-tweaking is designed to present a new AT&T to the...

30/3,K/14 (Item 7 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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02767837 Supplier Number: 43710860 (USE FORMAT 7 FOR FULLTEXT)

Computer Accessory Sales Surge: Expanding Market Sparks Vendors to

Highlight New Products, Promotion Tie-Ins

Discount Store News, v0, n0, p22

March 15, 1993

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 486

... McDonald's fast food chain. According to director of marketing David Metzger, the McDonald's **promo** increased sell-through, expanded distribution and helped **sell additional PC accessories** and supplies.

This year's **promotion** partner is **AT & T**, with **consumers** able to ring up to \$20 of long distance calling credits within a 15-month...

30/3,K/15 (Item 8 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

02585953 Supplier Number: 43434462 (USE FORMAT 7 FOR FULLTEXT)

DELPHI USERS NOW HAVE ACCESS TO THE NYNEX ON-LINE DIRECTORY SYSTEM

News Release, p1

Nov 6, 1992

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 378

... Company, publisher of Yellow Pages. Formed in 1991, NIT markets database products and alternative media **advertising** services, in addition to planning, developing and producing electronic information **services**.

Other NIT **product** and service **offerings** include: **NYNEX**

FAST TRACK

(R), a directory of more than 77 million national business and **consumer** listings on nine CD-ROM (Compact Disc-Read Only Memory) discs; and the FAST TRACK...

30/3,K/16 (Item 9 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

02191384 Supplier Number: 42852162 (USE FORMAT 7 FOR FULLTEXT)

Bells Fund Anti-Newspaper Study 03/23/92

Newsbytes, pN/A

March 23, 1992

Language: English Record Type: Fulltext

Document Type: Newswire; General Trade

Word Count: 396

... based on its Yellow Pages book while the newspaper's is based on its classified **ad** section. Both also **offer** horoscopes and **other** information **products**, free.

Dick Yarbrough of **BellSouth** identified Atlanta as a monopoly news market, but that's really a misnomer, and Atlanta...

30/3,K/17 (Item 1 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

08116033 SUPPLIER NUMBER: 17271433 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Drawing card. (long distance prepaid calling cards)

Silberg, Lurie

HFN The Weekly Newspaper for the Home Furnishing Network, v69, n35, p49(2)

August 28, 1995

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1454 LINE COUNT: 00116

... under the name AT&T PrePaid Card. MCI calls its card the PhoneCash Card, and **Sprint** named its the Instant Foncard.

Cards have often served as premiums with **other products**. **AT & T** this summer **offered** a **promotion** in Los Angeles in conjunction with Duracell batteries.

SmarTalk's Lorsch said an added asset...

30/3,K/18 (Item 2 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

07539545 SUPPLIER NUMBER: 16144867 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Sprint pinning VDT hopes on Wake Forest trial. (Sprint Corp.; video dialtone)

Gibbons, Kent

Multichannel News, v15, n38, p64(1)

Sept 19, 1994

ISSN: 0276-8593

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 685

LINE COUNT: 00054

... law.

Sprint has no plans to try to control programming on the network, Chall said. **Sprint** is developing an electronic navigator to help **subscribers** sort through services and will **offer other** information **services** such as electronic Yellow Pages **advertising**, he said.

Sprint plans to build a hybrid fiber and coaxial network, with a capacity of 75 MHz...

30/3,K/19 (Item 3 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

06764206 SUPPLIER NUMBER: 14547371 (USE FORMAT 7 OR 9 FOR FULL TEXT)

800 ways to call long-distance. (telecommunications) (Supplement: America's Top 2000 Brands)

Lefton, Terry

MEDIAWEEK, v3, n42, pS106(1)

Oct 18, 1993

ISSN: 1055-176X

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 1269

LINE COUNT: 00097

... that while these products weren't yet available, "You will" be seeing them soon from **AT & T**.

"We need to show people we **offer** a **multiplicity of products**," said Linda Urben, **AT & T**'s corporate **advertising** manager.

All that image-tweaking is designed to present a new AT&T to the...

30/3,K/20 (Item 1 from file: 160)

DIALOG(R)File 160:Gale Group PROMT(R)

(c) 1999 The Gale Group. All rts. reserv.

02291708

South Central Bell - Sales & Consumption

... Publishing Fees A portion (approximately \$170 million in 1988) of the billed revenues from directory **advertising** operations of BellSouth **Advertising & Publishing Corporation**, a wholly owned subsidiary of **BellSouth**, is paid as fees to South Central Bell for publishing rights and **other services** in its franchise areas.

Selling, Leasing and Maintaining Equipment

South Central Bell sells, leases and maintains CPE, computers and related...

30/3,K/21 (Item 2 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

00794369

AT&T's divestiture provides its 2 mavericks, Southern New England Telephone and Cincinnati Bell, with a chance to compete in new fields.

Wall Street Journal 3 Star, Eastern SP Edition March 10, 1982 p. 33,471

... Unlike the other ubits, the 2 do not have to sacrifice their long-distance service, **customer** -equipment operation or their Yellow Pages **advertising** revenue to AT&T. Also, SNET and CB can move into any new field that **AT & T** itself might enter. CB might **offer** central directory assistance and operating **services** for **other** telephone concerns. SNET may create a credit unit to help sales of costly business phone...

30/3,K/22 (Item 1 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

01725983 SUPPLIER NUMBER: 16589840 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Nynex official says software needed for info highway.

Emigh, Jacqueline

Newsbytes, NEW01270014

Jan 27, 1995

LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 840 LINE COUNT: 00068

... this week, Nynex introduced the Nynex Interactive Yellow Pages, a service billed as the first **advertising** -sponsored online Yellow Pages, Reed noted. The new service will make its debut on Prodigy.

Nynex0 is also planning a wide range of **other** online **services**, including **offerings** in areas like home shopping and travel, he revealed.

Aside from software companies, **Nynex** is forging alliances with organizations ranging from **users** and manufacturers to other RBOCs (regional bell operating companies), according to the Nynex official.

In...

30/3,K/23 (Item 2 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

01504843 SUPPLIER NUMBER: 11992170 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Bells fund anti-newspaper study.

Blankenhorn, Dana

Newsbytes, NEW03230009

March 23, 1992
LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 434 LINE COUNT: 00035

... based on its Yellow Pages book while the newspaper's is based on its classified **ad** section. Both also **offer** horoscopes and **other** information **products**, free.

Dick Yarbrough of **BellSouth** identified Atlanta as a monopoly news market, but that's really a misnomer, and Atlanta...

30/3,K/24 (Item 3 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

01247471 SUPPLIER NUMBER: 06982521 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Desktop-PC presentation experts offer products, service to niche markets.
Picarille, Lisa
PC Week, v5, n38, p19(2)
Sept 19, 1988
ISSN: 0740-1604 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 693 LINE COUNT: 00055

... eventually became less instructional and more promotional."

EASI specializes in customized electronic brochures and animated **advertisements**, both stored on floppy disks. Its **clients** include **AT & T**, Citibank and the Gannett Newspaper Group.

While firms like EASI specialize in providing **services**, **other** companies also **sell** commercial products, allowing **users** to create their own presentations. Visual Communications Network Inc. (VCN), of Cambridge, Mass., offers the...

30/3,K/25 (Item 1 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

02615012 Supplier Number: 45292266 (USE FORMAT 7 FOR FULLTEXT)
Nynex Official Says Software Needed For Info Highway 01/27/95
Newsbytes, pN/A
Jan 27, 1995
Language: English Record Type: Fulltext
Document Type: Newswire; General Trade
Word Count: 786

... this week, Nynex introduced the Nynex Interactive Yellow Pages, a service billed as the first **advertising**-sponsored online Yellow Pages, Reed noted. The new service will make its debut on Prodigy.

Nynex is also planning a wide range of **other** online **services**, including **offerings** in areas like home shopping and travel, he revealed.

Aside from software companies, **Nynex** is forging alliances with organizations ranging from **users** and manufacturers to other RBOCs (regional bell operating companies), according to the Nynex official.

In...

30/3,K/26 (Item 2 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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01666185 Supplier Number: 42640646 (USE FORMAT 7 FOR FULLTEXT)

TECHNOLOGY

Food Channel, v4, n14, pN/A

Jan, 1992

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 376

... seconds or less. That means the pizza chain could eliminate much of its Yellow Pages **advertising**, saving the company \$2.5 million annually.

If the test is successful, **AT & T** plans to **sell** the **service** to **other** foodservice companies, much to the chagrin of Yellow Pages publishers.

Carrageenan may be the wonder...

30/3,K/27 (Item 3 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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01252374 Supplier Number: 41319597 (USE FORMAT 7 FOR FULLTEXT)

BELL ATLANTIC RENAMES GATEWAY

BOC Week, v7, n18, pN/A

May 7, 1990

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 437

... to cut the floundering services losses before Greene gets around to deciding whether to allow **Bell Atlantic** to sell **advertising** and consulting services, and **offer** tiered **services**, among **other** things (ESO April).

Despite two ambitious **promotions** offering **customers** free trial time, the company's latest figures indicate that it has not fully recovered ...

30/3,K/28 (Item 4 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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01249942 Supplier Number: 41312206 (USE FORMAT 7 FOR FULLTEXT)

BELL ATLANTIC RENAMES, REVAMPS GATEWAY

Enhanced Services Outlook, v3, n5, pN/A

May, 1990

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 442

... cut the floundering service's losses before Greene gets around to deciding whether to allow **Bell Atlantic** to sell **advertising** and consulting services, and **offer** tiered **services**, among **other** things (ESO April).

Despite two ambitious **promotions** offering **customers** free trial time, the company's latest figures indicate that it has not fully recovered ...

30/3,K/29 (Item 5 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

(c) 2003 The Gale Group. All rts. reserv.

01172320 Supplier Number: 41031743 (USE FORMAT 7 FOR FULLTEXT)
MCI, INDEPENDENTS ATTACK AT&T ON DOMINANCE ISSUE, URGE NEW FCC STUDY
The Report on AT&T, v7, n45, pN/A
Nov 20, 1989
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 834

... bundling of equipment and service offerings, use of third parties to evade resale requirements for **AT & T "800" service and other offerings** "as well as false and deceptive **advertising ."**

MCI recently went to federal court accusing **AT & T** on the false **advertising** count and was promptly countersued by AT&T on the same charges (RATT Oct. 16...

Set	Items	Description
S1	313	AU=(MUELLER R? OR MUELLER, R?)
S2	1293	PA=WALKER?
S3	71984	BUYING OR BUY? ? OR SELL? ? OR SELLING OR TRANSACT? OR TRADING OR TRADE? ? SALE? ?
S4	1396165	SUPPLEMENT? OR ALTERNAT? OR REPLACE? OR BACKUP OR BACK()UP OR SECONDARY OR ANOTHER OR ADDITIONAL OR MULTIPL? OR SPARE? OR UPGRADE? OR COMPLIMENT?
S5	1259769	PRODUCT? ? OR GOODS OR WARES OR EQUIPMENT OR MERCHANDI? OR ITEM? ? OR PART? ?
S6	616744	RATE? OR RATING? OR GRAD??? OR RANK? OR SCORE? OR SCORING
S7	166833	OFFER? OR TENDER?
S8	114839	S4(2N)S5
S9	1640	S8(25N)S3
S10	3	S9 AND S1
S11	55	S9(20N)S6
S12	24	S9(S) (SCORE? ? OR SCORING OR RANK?)
S13	657	S8(7N)S7
S14	21	S13(S) (SCORE? ? OR SCORING OR RANK?)
S15	24	(S12 OR S14 OR S10) AND IC=G06F-017/60

? show file

File 348:EUROPEAN PATENTS 1978-2003/Nov W01

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File 349:PCT FULLTEXT 1979-2002/UB=20031106,UT=20031030

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15/3,K/1 (Item 1 from file: 348)
DIALOG(R)File 348:EUROPEAN PATENTS
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01357203

**METHOD AND APPARATUS FOR SELECTING A SUPPLEMENTAL PRODUCT TO OFFER FOR
SALE DURING A TRANSACTION**

**VERFAHREN UND VORRICHTUNG ZUR AUSWAHL EINES ZUSATZLICHEN PRODUKTES, DAS
WAHREND EINER TRANSAKTION ZUM VERKAUF ANGEBOten WIRD**
**PROCEDE ET DISPOSITIF PERMETTANT DE SELECTIONNER UN PRODUIT COMPLEMENTAIRE
A METTRE EN VENTE AU COURS D'UNE TRANSACTION**

PATENT ASSIGNEE:

Walker Digital, LLC, (2966813), Five High Ridge Park, Stamford, CT 09605,
(US), (Applicant designated States: all)

INVENTOR:

MUELLER, Raymond, J., 89 Catbrier Road, Weston, CT 06883, (US)

DOUGLAS, David, H., 10 McLaren Road South, Darien, CT 06820, (US)

VAN LUCHENE, Andrew, S., 298 Elizabeth, 5th Floor, 10012 New York, (US)

MARAZZO, George, M., 44 Overhill Road, Rocky Point, NY 11778-9632, (US)

WAHLQUIST, Shane, J., 648 Forest Hill Drive, Copell, TX 75019, (US)

PATENT (CC, No, Kind, Date):

WO 2001071683 010927

APPLICATION (CC, No, Date): EP 2001922522 010321; WO 2001US9045 010321

PRIORITY (CC, No, Date): US 190818 P 000321; US 603677 000626

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;
LU; MC; NL; PT; SE; TR

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: G07G-001/00; G06F-017/60

LANGUAGE (Publication,Procedural,Application): English; English; English

**METHOD AND APPARATUS FOR SELECTING A SUPPLEMENTAL PRODUCT TO OFFER FOR
SALE DURING A TRANSACTION**

INVENTOR:

MUELLER, Raymond, J ...

...INTERNATIONAL PATENT CLASS: G06F-017/60

15/3,K/2 (Item 1 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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01037485 **Image available**

DEMAND-INITIATED INTELLIGENT NEGOTIATION AGENTS IN A DISTRIBUTED SYSTEM
**AGENTS INTELLIGENTS DE NEGOTIATION OUVERTS A DES DEMANDES SITUES DANS UN
SYSTEME REPARTI**

Patent Applicant/Inventor:

SOLOMON Neal, P.O. Box 21297, Oakland, CA 94620, US, US (Residence), US
(Nationality)

Patent and Priority Information (Country, Number, Date):

Patent: WO 200367494 A1 20030814 (WO 0367494)

Application: WO 2001US47023 20011203 (PCT/WO US0147023)

Priority Application: US 2000250819 20001201

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR

KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE

SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English
Filing Language: English
Fulltext Word Count: 46167

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Claims

Claim

... seller to pay said dynamic intelligent negotiation agent a penalty if said seller elects to **sell** said selected **item** to **another** than said dynamic intelligent negotiation agent.
431. The system of claim 427, wherein:
said buyer...seller to pay said dynamic intelligent negotiation agent a penalty if said seller elects to **sell** said selected **item** to **another** than said dynamic intelligent negotiation agent.
436. The system of claim 435, wherein:
said bid...to pay said buyer's intelligent negotiation agent a penalty if said seller elects to **sell** said selected **item** to **another** than said dynamic intelligent nt negotiation agent.
437. The system of claim 427, wherein:
said...said seller's intelligent negotiation agent to pay a penalty if said seller elects to **sell** said selected **item** to **another** buyer.
447. The ...of a penalty to said buyer's intelligent negotiation agent if said seller elects to **sell** said selected **item** to **another** buyer.
448. The method of claim 442, further comprising:
selecting one of a plurality of...

15/3,K/3 (Item 2 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT
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00999942 **Image available**

CUSTOMER IDENTIFICATION SYSTEM AND METHOD

SYSTEME ET PROCEDE D'IDENTIFICATION D'UN CLIENT

Patent Applicant/Assignee:

BEST BUY CONCEPTS INC, Trident Trust Co, (Cayman Ltd.), One Capital Place, P.O. Box 847, Grand Cayman, BWI, US, GB (Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

ANGLUM Timothy J, 1841 Valley Ridge Trail South, Chanhassen, MN 55317, US, US (Residence), US (Nationality), (Designated only for: US)

Legal Representative:

TYSVER Daniel (et al) (agent), Beck & Tysver, P.L.L.C., Suite 100, 2900 Thomas Avenue S., Minneapolis, MN 55416-4477, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200329928 A2-A3 20030410 (WO 0329928)

Application: WO 2002US31262 20021001 (PCT/WO US0231262)

Priority Application: US 2001970236 20011002

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG US UZ VN YU ZA ZM ZW
(EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR IE IT LU MC NL PT SE SK TR
(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English
Filing Language: English

Fulltext Word Count: 7538

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... to utilize the present invention by profiling only a single item being purchased during a **transaction**, even if **multiple items** are actually found in the purchase data 22. It would be important to select the...each item can be separately profiled, and the multiple profiles can be combined with each **score** for each attribute value

15/3,K/4 (Item 3 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

(c) 2003 WIPO/Univentio. All rts. reserv.

00943630 **Image available**

NEGOTIATING PLATFORM

PLATE-FORME DE NEGOCIATION

Patent Applicant/Assignee:

DEALIGENCE INC, 30 Old Rudnick Lane, Dover, DE 19901, US, US (Residence),
US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

SHMUELI Oded, 178 Hapisga Street, 36 001 Nofit, IL, IL (Residence), IL
(Nationality), (Designated only for: US)

GOLANY Boaz, 38 Harofe Street, 34 367 Haifa, IL, IL (Residence), IL
(Nationality), (Designated only for: US)

SAYEGH Robert, 63 Abas Street, 35 378 Haifa, IL, IL (Residence), IL
(Nationality), (Designated only for: US)

SHACHNAI Hadas, 12A Ehud Street, 34 551 Haifa, IL, IL (Residence), IL
(Nationality), (Designated only for: US)

PERRY Mordechal, 7/1 Snonit Street, P.O. Box 1804, 90 805 Mevasseret, IL,
IL (Residence), IL (Nationality), (Designated only for: US)

GRADOVITCH Noah, 10 Raul Wallenberg Street, 34 990 Haifa, IL, IL
(Residence), IL (Nationality), (Designated only for: US)

YEHEZKEL Benny, 74 Bialik Street, 52 441 Ramat Gan, IL, IL (Residence),
IL (Nationality), (Designated only for: US)

Legal Representative:

SHEINBEIN Sol (agent), G.E. Ehrlich (1995) Ltd., c/o Anthony Castorina,
2001 Jefferson Davis Highway, Suite 207, Arlington, VA 22202, US;

Patent and Priority Information (Country, Number, Date):

Patent: WO 200277759 A2-A3 20021003 (WO 0277759)

Application: WO 2002US8293 20020320 (PCT/WO US0208293)

Priority Application: US 2001276952 20010320; US 2001279422 20010329; US
2001287004 20010430; US 2001305073 20010716; US 2001327291 20011009

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO

RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG US UZ VN YU ZA ZM ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 91315

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Claims

Claim

... by evaluation of said goal program for each one of a series of solutions and **ranking** the solutions according to said evaluations, said negotiator being operable to use said **ranking** to apply preference to different solutions. According to a thirteenth aspect of the present invention...to a nineteenth aspect of the present invention there is provided a platform for performing **ranking** between database entries, each of said entries comprising a series of values arranged in fields...

...of

values in said fields a single trade-off value is defined: L. and a **ranking** unit for performing **ranking** amongst said entries in accordance with a respective single trade-off value. Brief Description of...ignorant mode, between one goal program and what is known or can be assumed about **another party**, provides the content of an, **offer** which is made to the parties. The platform also comprises an output unit for formulating...An important question in offer improvements is what level of change to incorporate in successive **offers**. Negotiations can break down if either **party** perceives that progress is not being made. Likewise a party may be wary of showing...

15/3,K/5 (Item 4 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00939231 **Image available**

LIFE INSURANCE PRODUCTS UNDER A SINGLE APPROVED FORM PRODUITS D'ASSURANCE-VIE SOUS FORME REGLEMENTAIRE UNIQUE

Patent Applicant/Assignee:

M FINANCIAL HOLDINGS INC doing business as M FINANCIAL GROUP, 205
Southeast Spokane Street, Portland, OR 97202-6413, US, US (Residence),
US (Nationality)

Inventor(s):

SCHIMINOVICH Gabriel R, M Financial Group, 205 Spokane Street, Portland,
OR 97202-6413, US,

Legal Representative:

GRADY L White (agent), Covington & Burling, 1201 Pennsylvania Avenue,
N.W., Washington, DC 20004-2401, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200273360 A2-A3 20020919 (WO 0273360)

Application: WO 2002US7534 20020313 (PCT/WO US0207534)

Priority Application: US 2001275030 20010313; US 2001333748 20011129

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO

RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG UZ VN YU ZA ZM ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 118771

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Claims

Claim

... administration systems. In general, the administration system is expected to deliver client/producer service that **ranks** among the "best practices" in the financial services industry.

13 PRODUCT SUMMARY

A summary of...

...Funds that do not have daily valuation may be available

- Ability for client to select **additional** fund managers
- **Product** may be **offered** at Multiple Carriers - Private Label
- Death benefit flexibility through an additional coverage feature
- Three death...

15/3,K/6 (Item 5 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00908952 **Image available**

ANONYMOUS TRANSACTION SYSTEM

SYSTEME DE TRANSACTION ANONYME

Patent Applicant/Assignee:

NEXWORTH INC, 410 N.W. 18th Street, #102, Portland, OR 97209, US, US
(Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

STEELE Dale Everett, 410 N.W. 18th Street, #102, Portland, OR 97209, US,
US (Residence), US (Nationality), (Designated only for: US)

SILVA Kenneth Alan, 610 N.W. 131st Street, Vancouver, WA 98685, US, US
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

FORD Stephen S (agent), Marger Johnson McCollom, P.C., 1030 S.W. Morrison
Street, Portland, OR 97205, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200242982 A2 20020530 (WO 0242982)

Application: WO 2001US44318 20011127 (PCT/WO US0144318)

Priority Application: US 2000253371 20001127

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO

RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZM ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 15770

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Claims

Claim

... reasonably and normally be used to identify a specific person, family or business including credit **score**, amount of credit extended by creditgranting agencies, amount of credit used, late payment information, number...

...s credit rating. There exist a plurality of suppliers 1 1 5, each of

which **sells** a single or **multiple** financial **products** and services. In order to **sell** the product or service, the suppliers 1 1 5 must generate a plurality of advertisements...present invention only one credit report is required for a consumer to receive hundreds of **offers** for **multiple** **products**. Once an **offer** is accepted by the consumer, the supplier will typically require another credit report to verify... ATS, distributors or multiple levels of distributors may set offer fees based on the competitive **ranking** of the offer relative to other offers transmitted to consumers at the same time. Competitive **ranking** may be based on criteria preestablished by the ATS, the distributor or the consumer or...criteria 1 5 1032 for segmenting and targeting new consumers who are shopping for new **products**. Another set of criteria 1032 can be used for segmenting and targeting relationship rate opportunities for consumers requesting two or more products. Suppliers 1036 can cross- **sell** **additional** **products** to consumers 1000 who already have one or more products from the same supplier 1036. Cross-**sell** products may have yet another different set of criteria 1032. Suppliers can differentially price offers...

...consumer type, product type, distributor type, supplier type, volume of any type, product price, competitive **ranking**, etc. One example of distributor criteria is shown in Fig. 10. Xconsumer 1000 wishes to...of offers transmitted and where each offer was transmitted. The terms and conditions of an **offer** for a new **product** to **replace** an existing **product** may be displayed along side the terms and conditions of the existing product. The terms...

...by-side, the consumer can calculate or display additional costs, savings or profits by selecting **alternative** **products**.

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Offer terms and conditions and content can be saved for later viewing or comparison. The ATS...education requirements (must have masters degree or equivalent), credit information 2114 (must have a credit **score** above 750 FICO), driving record 2116, or any other qualifications, histor' or experience.

y

The...

15/3,K/7 (Item 6 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00895552 **Image available**

SYSTEM AND METHOD FOR REVOLVING CREDIT PRODUCT OFFER CUSTOMIZATION

SYSTEME ET PROCEDE PERMETTANT DE PERSONNALISER DES OFFRES DE PRODUIT A CREDIT RENOUVELABLE

Patent Applicant/Assignee:

ARGUS INFORMATION & ADVISORY SERVICES LLC, 81 Main Street, suite 124, White Plains, NY 10601, US, US (Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

SULKOWSKI Nikolas, 240 East 76th Street, Apartment #14N, New York, NY 10021, US, US (Residence), US (Nationality), (Designated only for: US)
LAUFER Leonard, 2 Richbell Road, Scarsdale, NY 10583, US, US (Residence), US (Nationality), (Designated only for: US)

Legal Representative:

RZUCIDLO Eugene (et al) (agent), Greenberg Traurig LLP, Twenty-First

Floor, 885 Third Avenue, New York, NY 10022, US,
Patent and Priority Information (Country, Number, Date):
Patent: WO 200229691 A1 20020411 (WO 0229691)
Application: WO 2001US31471 20011005 (PCT/WO US0131471)
Priority Application: US 2000238500 20001006
Parent Application/Grant:
Related by Continuation to: US 2000238500 20001006 (CON)
Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU
CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP
KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PH PL PT RO RU
SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 8871

Main International Patent Class: G06F-017/60
Fulltext Availability:
Detailed Description

Detailed Description
... in a table of product attributes.

The revolving credit products and complementary products are then **ranked** based upon the issuer's objective of the offer, and the at least one attribute...

...to determine the product offers to be
24
presented to the applicant. Once matched these **product** and **complimentary products** are **offered** to the applicant as shown in step 235.

A determination is then made as to...complimentary offer for an applicant. In one embodiment of the invention, the CPOM 120 receives **complimentary product** codes for the **complimentary product offers** from vendor **complimentary products** table 121. These **complimentary product** codes are then matches to the issuer's objectives in objective table 117 to determine a set of potential **complimentary product** codes to **offer** the applicant. CPOM 120 then identifies the most appropriate **complimentary product offers** for each applicant based on each individual applicant's characteristics (characterization pool), as identified by...

...the applicant at step 620. Preferably, to enhance the applicant's sales experience, the top **complimentary product offers** are first matched with specific descriptions and graphic presentation material from the complementary product presentation...

15/3,K/8 (Item 7 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00866280

**SYSTEM AND METHODS FOR OBTAINING ADVANTAGES AND TRANSACTING THE SAME
SYSTEME ET PROCEDES PERMETTANT D'OBTENIR DES AVANTAGES RESULTANT DE
TRANSACTIONS**

Patent Applicant/Inventor:

CARTWRIGHT Shawn D, 149B North 3rd Street, Philadelphia, PA 19106, US, US
(Residence), US (Nationality)

Legal Representative:

STEIN Michael D (et al) (agent), Woodcock Washburn Kurtz Mackiewicz &

Norris LLP, 46th Floor, One Liberty Place, Philadelphia, PA 19103, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200198991 A1 20011227 (WO 0198991)

Application: WO 2001US17012 20010525 (PCT/WO US0117012)

Priority Application: US 2000212749 20000620; US 2000676448 20000929

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD

SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 6980

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... is to be offered in non-computing environments, the advantage may be integrated within a **complimentary product** or service that is **offered** to the participating user. For example, a participating user playing a round of golf may...

...per hole. This advantage may be offered to the user as a feature on the **score** card that the golf course provides to the participating user to keep **score**. If the participating user capitalizes on this offered advantage, the golf course would recognize the total **score** recorded minus two strokes per hole as the "official" **score** of the participating user. Alternatively, in the case of partial computing environments, advantages may be...

15/3,K/9 (Item 8 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00843143

**SYSTEM AND METHOD FOR MULTI-VARIABLE AUCTIONS
SYSTEME ET PROCEDE D'ENCHERES A VARIABLES MULTIPLES**

Patent Applicant/Assignee:

DIRECTPLACEMENT COM INC, Suite 540, 3655 Nobel Drive, San Diego, CA 92122
, US, US (Residence), US (Nationality)

Inventor(s):

OVERSTREET Brian M, 556 Arenas Street, La Jolla, CA 92037, US,

KYLE Robert F, 26490-B Paseo Del Mar, San Juan Capistrano, CA 92675, US,

WHITE Howard S, 6885 Paseo Laredo, La Jolla, CA 92037, US,

Legal Representative:

HUNT Dale C (agent), Knobbe, Martens, Olson & Bear, LLP, 16th Floor, 620
Newport Center Drive, Newport Beach, CA 92660, US,
Patent and Priority Information (Country, Number, Date):
Patent: WO 200175740 A2 20011011 (WO 0175740)
Application: WO 2001US10568 20010330 (PCT/WO US0110568)
Priority Application: US 2000540923 20000331; US 2000539853 20000331
Designated States: AE AG AL AM AT AT (utility model) AU AZ BA BB BG BR BY
BZ CA CH CN CR CU CZ CZ (utility model) DE DE (utility model) DK DK
(utility model) DM DZ EE EE (utility model) ES FI FI (utility model) GB
GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA
MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SK (utility model)
SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 10097

Main International Patent Class: G06F-017/60
Fulltext Availability:
Detailed Description

Detailed Description
... each of the bidders.

Another embodiment of the invention can include an auction method
comprising **offering** an **item** with **multiple** pricing variables for
sale and assigning a seller-defined value to each of the pricing...

...corresponding values of the responses chosen for the pricing variable.
Finally, the bid values are **ranked** to determine the winning bid.

Brief Description of the Drawings
Figure I is block diagram...

15/3,K/10 (Item 9 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00838016 **Image available**

**METHOD AND APPARATUS FOR SELECTING A SUPPLEMENTAL PRODUCT TO OFFER FOR
SALE DURING A TRANSACTION**
**PROCEDE ET DISPOSITIF PERMETTANT DE SELECTIONNER UN PRODUIT COMPLEMENTAIRE
A METTRE EN VENTE AU COURS D'UNE TRANSACTION**

Patent Applicant/Assignee:

WALKER DIGITAL LLC, Five High Ridge Park, Stamford, CT 06905, US, US
(Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

MUELLER Raymond J, 89 Catbrier Road, Weston, CT 06883, US, US
(Residence), US (Nationality), (Designated only for: US)
DOUGLAS David H, 10 McLaren Road South, Darien, CT 06820, US, US
(Residence), US (Nationality), (Designated only for: US)
VAN LUCHENE Andrew S, 9 Greenwood Place, Norwalk, CT 06854, US, US
(Residence), US (Nationality), (Designated only for: US)
MARAZZO George M, 44 Overhill Road, Rocky Point, NY 11778-9632, US, US
(Residence), US (Nationality), (Designated only for: US)
WAHLQUIST Shane J, 648 Forest Hill Drive, Copell, TX 75019, US, US

(Residence), US (Nationality), (Designated only for: US

Legal Representative:

ALDERUCCI Dean P (agent), Walker Digital Corporation, Five High Ridge
Park, Stamford, CT 06905, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200171683 A2-A3 20010927 (WO 0171683)

Application: WO 2001US9045 20010321 (PCT/WO US0109045)

Priority Application: US 2000190818 20000321; US 2000603677 20000626

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ
DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG
SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 23915

METHOD AND APPARATUS FOR SELECTING A SUPPLEMENTAL PRODUCT - TO OFFER FOR SALE DURING A TRANSACTION

Patent Applicant/Inventor:

MUELLER Raymond J ...

International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Claims

English Abstract

...apparatus a user or other customer, controller, point-of-sale
terminal, etc. to conduct a **transaction** for the purchase of one or more
products and/or services, during which a **supplemental product** or
service to offer a user during a **transaction**, either in addition to the
products and/or services the user is purchasing or as...

Detailed Description

METHOD AND APPARATUS FOR SELECTING A **SUPPLEMENTAL**

PRODUCT TO OFFER FOR SALE DURING A **TRANSACTION**

CROSS-REFERENCE TO RELATED APPLICATIONS

This patent application is a continuation-in-part patent application...

...of the Invention.

This invention relates generally to a method and apparatus for conducting
a **transaction** and, more particularly, to a method and apparatus for
selecting one or more **supplemental products** or services to offer for
sale to a customer during a **transaction**.

2. Description of the Prior Art.

Most stores or merchants that are visited by customers...

...transaction.

Unfortunately, despite the state of the art in point-of-sale and on-line
transaction systems, there remains a need for a customer independent
method and apparatus for conducting **transactions** for products and
services and for determining a **supplemental product** or service to
offer a customer during a **transaction**, either in addition to the

products and/or services the customer is purchasing or as...

...is an object of the present invention to provide a method and apparatus for conducting **transactions** for products and services and to provide a method and apparatus for selecting a **supplemental product** or service to offer a user during a **transaction**, either in addition to the products and/or services the user is purchasing or as...

...of the present invention, as embodied and broadly described herein, a method for conducting a **transaction** includes receiving information for a transaction, determining a pool of at least one **supplemental product**, scoring at

2

least one **supplemental product** in the pool, selecting a **supplemental product** from the pool for the transaction, and providing an indication of the **supplemental product** selected from the pool. The **supplemental product** may be an **additional supplemental product** or a **replacement supplemental product**. In some embodiments, selecting the supplemental product may include selecting at least one supplemental product from the pool based on the **scores**. The **scoring** of supplemental products may use a profit based **scoring** approach, a popularity based **scored** approach, a discount **scoring** approach, or some other **scoring** approach.

Selection of a supplemental product may also be based on other criteria, such as...

...the memory and the communication port, the processor being operative to receive information for a **transaction**, determine a pool of at least of **supplemental product**, **score** at least one **supplemental product** in the pool, select at least one **supplemental product** from the pool for the **transaction**, and provide an indication of the at least one **supplemental product** selected from the pool.

BRIEF DESCRIPTION OF THE DRAWINGS

The accompanying drawings, which are incorporated...in embodiments during which a supplemental product is added to the products involved in a **transaction**;

Figure 5 is a block diagram of the select product from pool step of

Figure 3 usable in embodiments during which a **supplemental product replaces a product**

involved in a **transaction**;

Figure 6 is a tabular representation of a possible data structure for a record illustrating food products purchased during a **transaction** using the method of

Figures 1, 3, and 4;

Figure 7 is a tabular representation...

...of a possible data structure for a record

4

illustrating the use of profit based **scoring** for the determine **scores** for products in

poll step of Figure 3;

Figure 15 is a tabular representation of a possible data structure for a record illustrating the use of popularity based **scoring** for the

determine **scores** for

products in poll step of Figure 3;

Figure 16 is a tabular representation of a possible data structure for a record illustrating the use of discount based **scoring** for the determine **scores** for products in poll step of Figure 3;
Figure 17 is a tabular representation of...

...structure for a record illustrating the use of profit based, popularity based, and discount based **scoring** for the determine **scores** for products in poll step of Figure 3;
Figure 18 is a block diagram illustrating...

...allows a user or other customer, controller, point-of-sale terminal, etc. to conduct a **transaction** for the purchase of one or more products and/or services, during which a **supplemental product** or service is offered for sale to a user during a **transaction**, the **supplemental product** being either in addition to the products and/or services the user is purchasing or...In some embodiments of the method 100, the price to a user for a

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supplemental product may be based in whole or in part on an amount of change due a customer during a **transaction**. The amount of change due a customer during a transaction is the difference between a...

...retailer may be able to entice or convince a customer to purchase an additional or **replacement supplemental product**, thereby increasing incremental sales made by the retailer. One type of **replacement supplemental product** is an **upgrade supplemental product**. For example, a customer **buying** shoes, pants, and a shirt from a retailer might be convinced to purchase matching socks and ties as **additional supplemental products**, thereby increasing the sales made by the retailer.

Alternatively, the retailer might convince the customer to purchase a different pair of shoes as a **replacement supplemental product** or a better pair of shoes as an **upgrade replacement product**.

A retailer using the method 100 may generate additional opportunities to **sell** products to customers that are perishable, soon to be out of fashion, etc., that might...

...good will on behalf of customers. In some situations, the retailer may be willing to **sell** a product at a reduced price to help motivate the

7

customer to purchase the product. Since the retailer is offering to **sell** the **supplemental product** to a customer at a reduced price after the customer has selected products he or...

...a customer is that the

customer may receive a benefit by accepting an offer to **buy** an **additional or replacement product**. For example, a customer might have an opportunity to purchase a product that is better...call, facsimile transmission, email message, data transmission over the communications network 212, etc.

After the **transaction** information is received during the step 102, one or more **supplemental products** are determined, identified or otherwise selected during the step 104. The step 104 and offers to **sell** or otherwise provide **supplemental products** may occur during any point of a **transaction** based on the **transaction** information or other data received at the point of the **transaction**.

Selection of a **supplemental product** may be completed by the controller

202, a point-of-sale terminal, a retailer, a retailer device, a cashier or check-out clerk, etc. In general, a **supplemental product** typically will relate in some way to the product(s) being purchased or otherwise obtained by a user during the **transaction** for which information is received during the step 102. As will be discussed in more detail below, a **supplemental product** can be identified or selected in many ways or according to different rules or procedures...

...the applied rules over time to optimize use and operation of the method 1 1

Supplemental products for a **transaction** may include products in addition to the products being purchased by a user during the **transaction** or **replacement products** for one or more of the products being purchased during the **transaction**.

For example, if a group of products being purchased by a user during a **transaction** at a sporting goods store or World Wide Web site includes a backpack and a sleeping bag, an **additional supplemental product** for the **transaction** could be a tent, a hiking stick, hiking boots, a portable cooking stove, etc. A **replacement product** for the **transaction** could be a different backpack or a different sleeping bag. In another example, if a group of products being purchased by a user during a **transaction** at a fast food restaurant includes a hamburger, a small order of French fries, and a medium soft drink, an **additional supplemental product** might be an ice cream cone or milk shake. A replacement supplemental product for the...

...than one supplemental product has been selected during the step 104. The indication for a **supplemental product** selected during the step 104 may include a product description, a product identifier, a price, an offer to **sell** the product for a specific price, a time limit for the offer, a term or condition associated with the purchase of the product, and/or other **transaction** or **supplemental product** information.

In embodiments where the indication provided during the step 106 for a **transaction** includes an offer to **sell** a selected **supplemental product** to a user, the method 1 00 may also include a step wherein an acceptance...

...amount. In some embodiments, the amount of change due to a user for a given **transaction** may be the price or offer amount for a 13

supplemental product. While the amount of change may be in cash, the **transaction** is not limited to cash **transactions** and the amount of change due may be computed in a cashless transaction (e.g...)

...order to dispose of their unwanted coins and/or reduce the coins that as a **supplemental product**.

In some embodiments, the price or offer amount of a **supplemental product**

may be based on a round-up amount. For example, in a **transaction** for clothing products having a **transaction** total of \$156.75, a round-up amount based on ten dollar levels would be \$3.25 (i...

...75). If the round-up amount is based on one-hundred dollar increments, a round-up amount for the

transaction

total of \$156.75 would be \$43.25 (i.e., \$200 - \$156.75). Use of round-up amounts as offer amounts for **supplemental products** are particularly applicable in cashless **transactions**, such as when a user is paying with a credit or debit card. A round... contents of which are incorporated herein by reference.

A price or offer amount for a **supplemental product** and an offer to **sell a supplemental product** may be provided or indicated by a point-of-sale terminal.

For example, when a...

- ...the nearest one-hundred dollar amount instead of the nearest ten dollar amount if the **transaction** total exceeds one thousand dollars).

Now referring to Figure 3, the select **supplemental product** (s) step 104 of the method 100 illustrated in Figure 1 will now be...

- ...or determined, a step 302 during which the products determined during the step 300 are **ranked** or **scored**, and a step 304 during which the supplemental product(s) to be indicated during the step 106 is selected or chosen based, at least in part, on the product **ranks** or **scores** computed or determined during the step 302. Each of the steps 300, 302, 304 will...
 - ...during the step 300 corresponds to the potential products that may be offered as a **supplemental product** during a given **transaction**. Preferably, the given **transaction** is the **transaction** for which information is received during the step 102. A merchant or retailer may determine...
 - ...of a holiday, a competitor's sale or promotion, customer preferences, customer purchase history or **buying** habits, time to prepare the **supplemental products** for sale, marketing or consumer research or data, etc. As used herein, "**scoring**" of **supplemental products** will include and encompass any kind of rating, ordering, measuring, testing, appraising, accessing, evaluating, comparing, contrasting, etc., - that may be used to evaluate and choose possible **supplemental products** for a **transaction**.
- In a profit **scoring** approach, the cost associated with a possible **supplemental product** is compared to the costs of other possible **supplemental products** to determine the profit that would be made if a user accepts an **offer** to purchase the **supplemental product**. The potential **supplemental products** can then be **ranked** according to which supplemental product provides the most profit if purchased. A more detailed example of the profit **scoring** approach is provided below.
- In a popularity scoring approach, each potential supplemental product is scored...
- ...the percentage of users who have accepted an opportunity in the past to purchase the **supplemental product** when **offered** the opportunity by a merchant or retailer. Therefore, the potential supplemental products can be **ranked** according to which supplemental product is most likely to be purchased by a user if the user is given an opportunity to purchase the **supplemental product**. Another approach to popularity **scoring** or measurement may be based on a particular customer's past **buying** habits in purchasing similar **products**, accepting

supplemental offers for the same or similar products, etc. A popularity **scoring** approach may also measure users' perceived value for the potential supplemental products. A more detailed example of the popularity **scoring** approach is provided

17
below.

In a discount scoring approach, each potential **supplemental product** is

scored according to the discount at which the **supplemental product** may be **offered** to a user for a given **transaction**. Thus, such a discount **scoring** approach is based at least in part on the price or **offer** amount the **supplemental products** will be **offered** for sale to a user, which may vary from one **transaction** to another. A more detailed example of the discount **scoring** approach is provided below.

In some embodiments a combination of scoring approaches or techniques might...method 100. The step 300 in this embodiment includes a step 380 during which possible **replacement products** are determined or identified for the products being purchased during a **transaction**.

In some embodiments, information regarding the products being purchased during the **transaction** may be included in the **transaction** information received by the controller 202 or during the step 102 and used to determine possible **replacement products**. Information regarding possible **replacement products** for one or all of the products being purchased during the **transaction** may be stored in a product database populated, maintained and/or accessed by the controller...for the products and fifty cents is the change due to the customer during the **transaction** (i.e., \$10.00 - \$9.50 = \$0.50).

During the step 358, a pool of **supplemental products** is determined based

26
on the complementary product categories identified during the step 354 and...

...the method 100 and the system 200 by a restaurant or other food provider to **sell** food products such as hamburgers, cheeseburgers, French fries, etc. to users.

In implementations of the method 100 wherein one or more possible **replacement products** are determined, the step 300 proceeds in accordance with the

27
steps illustrated in Figure...order of fries, one large order of fries, and one large soft drink during the **transaction** "T 173-09 IS," possible **additional supplemental products** include **products** falling into the "DESSERT" and "BEVERAGE" categories, as indicated in fields 802 and 804 of...

...of French fries, as indicated in fields 806 and 808 of the record 800. The **offer** amount for the **supplemental product** is fifty

29
cents, as indicated in the offer amount field 810 and is presumably based on the **transaction** subtotal amount of nine dollars and fifty cents indicated in the subtotal field 812...

...approach, the cost of each supplemental product is used to determine the profit that the **supplemental product** would produce for the **transaction** at the **offer** amount, relative to the profits that the other

supplemental products would produce for the **transaction**. A profit calculation may be based on a straight monetary amount, on a percentage of total **transaction** cost, a commission, etc.

For example, in the record 800, three potential **additional supplemental**

products are listed in the field 802 and three potential **replacement products** are listed in the field 808. Each of the six potential supplemental prod-acts has...created during the step 300 of the step 104 may contain information for both an **additional supplemental product** and a **replacement supplemental product**, as previously discussed above in conjunction with the record 800. Therefore, for the **transaction** "T 173-0918" wherein a user is purchasing one double-decker burger, two cheeseburgers, one...

...provided in an accept rate field 854. For example, when cookies are offered as an **additional supplemental product** during a **transaction**, the offer is accepted fifteen percent of the time, as shown in the field 852. Similarly, when an ice cream cone is offered as an **additional supplemental product** during a **transaction**, the offer is accepted six percent of the time, as shown in the field 852. Likewise, when a quarter pound hamburger is offered as a **replacement supplemental product** for a cheeseburger during a **transaction**, the offer is accepted twelve percent of the time, as shown in the field 854. After the individual item accept rates for the possible **supplemental products** listed in the fields 802 and 808 are determined, their respective relative percentage of popularity...created during the step 300 of the step 104 may contain information for both an **additional supplemental product** and a **replacement supplemental product**, as previously discussed above in conjunction with the record 800. Therefore, for the **transaction** "T 173-0918" wherein a user is purchasing one double-decker burger, two cheeseburgers, one...

...retail price which the possible supplemental products provided in the fields 802, 808 may be **offered** if the possible **supplemental products** are **offered** to a user for the **offer** amount provided in the field 8 1 0. The retail prices for the three possible...a point-of-sale terminal never to offer a product to a user as a **replacement product** that the user has already ordered or that the user is ordering during the current **transaction**. An elimination rule may prevent offers that have previously been offered to a particular user...

...preventing the user or customer from being able to expect that they will receive a **supplemental product** offer identical to a **supplemental product** offer received during a previous **transaction**. Upon completion of the scoring of possible **supplemental products** during the step 302, one or more of the possible **supplemental products** may be chosen or selected during the step 304 as supplemental products, thereby completing the...

...the system 200 may force or require designated products or types of products to be **offered** as **supplemental products**. Such a requirement for a product to be **offered** as a **supplemental product** will be referred to as a "forced option." For example, during use of the method ...

...regardless of how one or more of the supplemental products or types of supplemental products **scored**. A "forced option" process accomplishes

this by "forcing," for example, a **replacement supplementary product** to be **offered** regardless of its **score** as compared to other types of offers or the **scores** of other products. It still may be the case that the forced option has the highest **score** of its type, even though that **score** may be significantly less than the **score** associated with an offer of another type.

In some embodiments a "weighted randomization" approach may...

...possible supplemental product in a group of possible supplement products may be chosen as the **supplemental product** to **offer** for sale to a user, the chance of each possible supplemental product being chosen being dependent on its weighted **score**, such as a weighted cumulative **score**, relative to the sum of all of the weighted **scores**. For example, for the six possible supplemental products listed in Figure 17, each has a weighted cumulative **score** listed in the field 964 or 966. The total of all of the weighted cumulative **scores** is 900.01 (i.e., 900.01 140.96 + 112.02 + 216.48 + 136.13...

...majority of the time to customers. Thus, customers may not be able to predict which **supplemental product** will be offered to the customer, thereby increasing the chances that the customer will **buy** a desired product at normal price. In some embodiments, a management override may alter the weighting of **supplemental products** temporarily or permanently, such as when a manager knows that a particular product is out...

...the outcome of the offer generation process and overall user acceptance rates, profits, etc. of **supplemental products**. As more information is learned about user **buying** patterns, additional offer pool, scoring and/or filtering processes can be created and easily inserted...

...g., cashier, check out clerk, etc.) skills may be introduced so as to filter out **supplemental product offers** for which the employee has shown a propensity to fail when making the **supplemental product offer**. The configuration, operation and use of a method and system for motivating employees to provide or make **supplemental product offers** is described in copending U.S.

Patent Application Serial No. 09/540,710 entitled METHOD...

...top-down approach), a bottom-up approach could be taken in which a list of **supplement products** to **offer** is built up over time or over **transactions**. A method for accomplishing this would be rules-driven in a manner similar to the...

...order content to select from pre-defined offers and then, only those products that individually **score** well during a **transaction** as compared, one at a time, with the current order content of the **transaction** may become **supplemental products** for the **transaction**. In some embodiments, a user may initiate the method 100 by pressing a button, either...regarding the price of the transactions identified in the field 1400.

In some embodiments, the **transaction** database 1268 may also store identifiers associated with point-of-sale terminals or other devices, retailers,

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manufacturers, employees, **supplemental products**, etc. involved in a

transaction .

In addition, the **transaction** database 1268 may also include location information for the controller 202, point-of-sale terminal...

...regarding whether or not the users identified in the field 1404 accepted or rejected an **offer** to purchase a **supplemental product**. The status field preferably uses at least three values: "ACCEPTED," "REJECTED," and "N/A" (for those transactions with no corresponding **supplementary product offers**). For those embodiments where more than one **supplementary product** is **offered**, the status field may also store information relating to which supplementary product was accepted or rejected by a user. Information in the status field may be particularly useful in popularity **scoring** of potential **supplemental products** to **offer** to a user.

While the **transaction** database 1268 illustrated in Figure 21 provides information for five **transactions** 1408, 1410, 1412, 1414 and 1416 identified by the transaction identifiers "T 9348275 T 8973462...

Claim

... property or privilege is claimed are defined as follows:

- 1 A method for conducting a **transaction**, comprising:
receiving information for a **transaction** ;
determining a pool of at least one possible **supplemental product** ;
scoring at least one **supplemental product** in said pool;
selecting at least one **supplemental product** from said pool for said **transaction** ; and
providing an indication of said at least one **supplemental product** selected from said pool.
- 2 The method of claim 1, wherein selecting at least one **supplemental product** for said **transaction** includes selecting a plurality of possible **supplemental products** .
- 3 The method of claim 2, further comprising:
scoring each **supplemental product** in said plurality of **supplemental products** .
- 4 The method of claim 3, wherein said scoring uses at least one of the...
...following:
maintaining a transaction database;
updating a transaction database;
accessing a transaction database;
populating a **transaction** database;
53
maintaining a product database;
updating a product database;
accessing a product database;
populating a product database;
maintaining a database of potential **supplemental products** ;
updating a database of potential supplemental products;
accessing a database of potential supplemental products;
populating...

...The method of claim 1, wherein said determining a pool of at least one possible **supplemental product** further comprises:
identifying at least one product category involved in said **transaction** ;
constructing at least one product group involved in said **transaction** ;

54

determining at least one complementary product category; and
selecting a pool of at least one **supplemental product** .

16 The method of claim 1, further comprising:
determining an offer amount.

17 The method...

...16, wherein said offer amount is based on an amount of change due during
said **transaction** .

20 The method of claim 1, wherein said determining a pool of at least one
possible **supplemental product** further comprises:
determining at least one possible **replacement product** ; and
selecting a pool of at least one supplemental product.

21 The method of claim...

...quantity information;
product inventory information; and
a price for a product being purchased during said **transaction** .

24 The method of claim 1, further comprising:
determining an offer amount for said at least one **supplemental product**
selected from said pool.

56

. The method of claim 24, wherein said indication includes an...a
retailer device.

31 The method of claim 1, wherein said selecting at least one
supplemental product for said **transaction** is conducted by at least
one of the following:

57

a controller;
a user device...

...products.

36 The method of claim 1, further comprising:
providing an indication of a second **supplemental product** selected
from
said pool.

58

. The method of claim 1, wherein said indication includes an offer to
sell said at least one **supplemental product** selected from said pool.

38 The method of claim 37, further comprising:
receiving an indication...

...39 The method of claim 38, further comprising:
providing an indication of an offer to **sell** a different **supplemental
product** .

40 The method of claim 1, wherein said indication includes an offer to
sell said at least one **supplemental product** selected from said pool
for an offer amount during said **transaction** .

41 A method for conducting a **transaction** , comprising:
receiving information for a **transaction** ;
selecting at least one **supplemental product** for said **transaction** ;
determining an offer amount for said at least one **supplemental product**

; and providing an indication of said at least one **supplemental product** and said offer amount.

42 The method of claim 41, wherein said offer amount is...

...at least one

of the following:

an amount of change due a user during said **transaction** ;
a round-up amount;
a difference between a tender amount and a **transaction** total;
a cost for said at least one **supplemental product** ; and
a fixed amount.

43 The method of claim 41, wherein said selecting is based...

...supplemental product.

44 The method of claim 41, farther comprising:

scoring at least one possible **supplemental product** .

59

. The method of claim 41, wherein said selecting includes identifying at least one product category involved in said **transaction** .

46 The method of claim 45, wherein said selecting includes constructing at least one product group involved in said **transaction** .

47 The method of claim 46, wherein said selecting includes determining at least one **complimentary product** category.

48 The method of claim 41, wherein said selecting includes determining a pool of at least one **supplemental product** .

49 The method of claim 41, wherein said indication includes an offer to **sell** said at least one **supplemental product** at said offer amount.

50 A method for conducting a **transaction** , comprising:

receiving information associated with a sale of a **product** ;

identifying a **supplemental product** based at least in part on said product;

determining an offer amount for said **supplemental product** ;

providing an indication of an offer to **sell** said **supplemental product** at said

offer amount; and

receiving an indication of an acceptance to purchase said **supplemental product** at said offer amount.

51 The method of claim 50, wherein said offer amount is...

...claim 50, wherein said identifying includes creating at least one product group involved in the **transaction** .

54 The method of claim 53, wherein said identifying includes determining at least one **complimentary product** category.

60

. The method of claim 50, wherein said selecting includes determining a pool of...

...product.

56 The method of claim 50, further comprising:

scoring at least one possible **supplemental product** .

57 A method for conducting a **transaction** , comprising:
receiving information associated with a sale of a product, said
information
including a tender amount and a **transaction** total;
identifying a **supplemental product** based at least in part on said
product; providing an indication of an offer to **sell** said **supplemental
product** at an
offer amount; and
receiving an indication of an acceptance to purchase said **supplemental
product** at said offer amount.

58 The method of claim 57, wherein said offer amount comprises a
difference between said tender amount and said **transaction** total.

59 The method of claim 57, wherein said identifying includes:
scoring at least one possible **supplemental product** .

60 The method of claim 57, wherein said identifying includes selecting
said supplemental product from a pool of at least one possible
supplemental products.

61 A method for conducting a **transaction** , comprising:
receiving information associated with a sale of a product, said
information
including a tender amount and a **transaction** total;
selecting a **supplemental product** based at least in part on said
product; and providing an indication of an offer to **sell** said
supplemental product at an offer amount.

62 The method of claim 61, wherein said offer amount is...

...at least one

of the following:

an amount of change due a user during said **transaction** ;

61

a round-up amount;

a difference between said tender amount and said **transaction** total;

a cost for said at least one **supplemental product** ; and

a fixed amount.

63 The method of claim 61, wherein said selecting includes identifying at
least one product category associated with the **transaction** .

64 The method of claim 61, wherein said **supplemental products** is
selected from a pool of possible **supplemental products** .

65 The method of claim 61, wherein said product is associated with at
least one...

...claim 61, wherein said selecting includes forming at least one product
group involved in the **transaction** .

70 A method for conducting a **transaction** , comprising:
processing a sale of a product;
receiving a tender amount for said **product** ;
selecting a **supplemental product** based at least in part on said
product and
said tender amount; and
providing an indication of an offer to **sell** said **supplemental
product** at an offer amount.

71 The method of claim 70, wherein said offer amount is...

...least one

62

of the following:

an amount of change due a user during the **transaction** ;

a round-up amount;

a difference between said tender amount and a **transaction** total;

a cost for said at least one **supplemental product** ; and

a fixed amount.

72 The method of claim 70, wherein said selecting includes associating...

...The method of claim 70, further comprising:

establishing a pool of at least one possible **supplemental product**.

74 The method of claim 70, further comprising:

scoring at least one possible **supplemental product** .

75 A method for conducting a **transaction** , comprising:

conducting a sale of a **product** ;

identifying a **supplemental product** based at least in part on said **product**

and a score associated with said **supplemental product** ;

identifying an offer amount for said **supplemental product** ;

providing an indication of an offer to **sell** said **supplemental product** at said

offer amount; and

receiving an indication of an acceptance to purchase said **supplemental product** at said offer amount.

76 The method of claim 75, wherein said offer amount comprises a difference between a tender amount and a **transaction** total.

77 A system for conducting a transaction, comprising:

a memory;

a communication port; and...

...memory and said communication port, said

63

processor being operative to:

receive information for a **transaction** ;

determine a pool of at least one possible **supplemental product** ;

score at least one **supplemental product** in said pool;

select at least one **supplemental product** from said pool for said **transaction** ; and

provide an indication of said at least one **supplemental product** selected from said pool.

78 A computer readable medium for use in a **transaction** system, the computer

readable medium storing a computer program comprising:

computer readable means for obtaining information for a **transaction** ;

computer readable means for identifying a set of at least one **supplemental**

product for said **transaction** ;

computer readable means for rating at least one **supplemental product** in

said set;

computer readable means for identifying at least one **supplemental product**

from said set for said **transaction** ;

computer readable means for transmitting an indication of said at least one **supplemental product** selected from said pool.

79 An article of manufacture, comprising:
a computer usable medium having...

...computer readable

program means in said article of manufacture operable to:
receive information for a **transaction** ;
determine a pool of at least one possible supplemental product
score at least one supplemental product in said pool;
select at least one supplemental product from said pool for said
transaction ; and
provide an indication of said at least one **supplemental product**
selected from said pool.

64

. An apparatus for conducting a **transaction** , comprising:
means for obtaining information for a **transaction** ;
means for identifying a set of at least one **supplemental product** for
said
transaction ;
means for rating at least one **supplemental product** in said set;
means for identifying at least one **supplemental product** from said set
for
said **transaction** ; and
means for transmitting an indication of said at least one **supplemental product** .

81 A system for conducting a **transaction** , comprising:
a memory;
a communication port; and
a processor connected to said memory and said communication port, said
processor being operative to:
receive information for a **transaction**
select at least one **supplemental product** for said **transaction** ;
determine an offer amount for said at least one **supplemental product** ; and
provide an indication of said at least one **supplemental product** and
said offer amount.

82 A computer readable medium for use in a **transaction** system, the
computer
readable medium storing a computer program comprising:
computer readable means for obtaining information for a **transaction** ;
computer readable means for identifying at least one **supplemental product**
for said **transaction** ;
computer readable means for selecting an offer amount for said at least
one
supplemental product ; and
computer readable means for transmitting an indication of said at least
one supplemental product...

...computer readable

program means in said article of manufacture operable to:
receive information for a **transaction** ;
select at least one **supplemental product** for said **transaction** ;
determine an offer amount for said at least one **supplemental product** ; and
provide an indication of said at least one **supplemental product** and

said offer amount.

84 An apparatus for conducting a **transaction** , comprising:
means for obtaining information for a **transaction** ;
means for choosing at least one **supplemental product** for said **transaction** ; means for identifying all offer amount for said at least one **supplemental product** ; and
means for transmitting an indication of said at least one **supplemental product** and said offer amount.

85 A system for conducting a **transaction** , comprising:
a memory;
a communication port; and
a processor connected to said memory and said...

...product based at least in part on said product;
determine an offer amount for said **supplemental product** ; and
provide an indication of said **supplemental product** and said offer amount.

86 A computer readable medium for use in a **transaction** system, the computer readable medium storing a computer program comprising:
computer readable means for obtaining...
...product based at least in part on said product;
determine an offer amount for said **supplemental product** ; and
provide an indication of said **supplemental product** and said offer amount.

88 An apparatus for conducting a **transaction** , comprising:
means for obtaining information associated with a sale of a product;
means for choosing a **supplemental product** based at least in part on said product;
means for selecting an offer amount for said **supplemental product** ;
and
means for transmitting an indication of said **supplemental product** and said offer amount.

89 A system for conducting a **transaction** , comprising:
a memory;
a communication port; and
a processor connected to said memory and said...

...being operative to:
receive information associated with a sale of a product;
67
identify a **supplemental product** based at least in part on said product;
determine an offer amount for said **supplemental product** ;
provide an indication of an offer to **sell** said **supplemental product** at said offer amount; and
receive an indication of an acceptance to purchase said **supplemental product** at said offer amount.

90 A computer readable medium for use in a **transaction** system, the computer readable medium storing a computer program comprising:

computer readable means for obtaining...

...in part on said product;
computer readable means for computing an offer amount for said
supplemental product ;
computer readable means for transmitting an indication of an offer to
sell
said **supplemental product** at said offer amount; and
computer readable means for obtaining an indication of an acceptance to
purchase said **supplemental product** at said offer amount.

91 An article of manufacture, comprising:
a computer usable medium having...

...determine an offer amount for said supplemental product;
provide an indication of an offer to **sell** said supplemental product at
said offer amount; and
receive an indication of an acceptance to purchase said
supplemental product at said offer amount.

68

. An apparatus for conducting a **transaction** , comprising:
means for obtaining information associated with a sale of a product;
means for choosing a **supplemental product** based at least in part on
said
product;
means for choosing an offer amount for said **supplemental product** ;
means for transmitting providing an indication of an offer to **sell** said
supplemental product at said offer amount; and
means for obtaining an indication of an acceptance to purchase said
supplemental product at said offer amount.

93 A system for conducting a **transaction** , comprising:
a memory;
a communication port; and
a processor connected to said memory and said...

...associated with a sale of a product, said
information including a tender amount and a **transaction** total;
identify a **supplemental product** based at least in part on said
product;
provide an indication of an offer to **sell** said **supplemental product**
at
an offer amount; and
receive an indication of an acceptance to purchase said
supplemental product at said offer amount.

94 A computer readable medium for use in a **transaction** system, the
computer
readable medium storing a computer program comprising:
computer readable means for obtaining...

...with a sale
of a product, said information including a tender amount and a
transaction total;
computer readable means for choosing a **supplemental product** based at
least in part on said product;
computer readable means for transmitting an indication of an offer to
sell
said **supplemental product** at an offer amount; and
69
computer readable means for obtaining an indication of an acceptance to

purchase said **supplemental product** at said offer amount.

95 An article of manufacture, comprising:
a computer usable medium having...

...associated with a sale of a product, said
information including a tender amount and a **transaction** total;
identify a **supplemental product** based at least in part on said
product;
provide an indication of an offer to **sell** said **supplemental product**
at
an offer amount; and
receive an indication of an acceptance to purchase said
supplemental product at said offer amount.

96 An apparatus for conducting a **transaction**, comprising:
means for obtaining information associated with a sale of a product, said
information including a tender amount and a **transaction** total;
means for choosing a **supplemental product** based at least in part on
said
product;
means for transmitting an indication of an offer to **sell** said
supplemental
product at an offer amount; and
means for obtaining an indication of an acceptance to purchase said
supplemental product at said offer amount.

97 A system for conducting a **transaction**, comprising:
a memory;
a communication port; and
a processor connected to said memory and said...

...with a sale of a product, said
70
information including a tender amount and a **transaction** total;
select a **supplemental product** based at least in part on said product;
and
provide an indication of an offer to **sell** said **supplemental product**
at
an offer amount.

98 A computer readable medium for use in a **transaction** system, the
computer
readable medium storing a computer program comprising:
computer readable means for obtaining...

...associated with a sale
of a product, said information including a tender amount and a
transaction total;
computer readable means for choosing a **supplemental product** based at
least in part on said product; and
computer readable means for transmitting an indication of an offer to
sell said **supplemental product** at an offer amount.

99 An article of manufacture, comprising:
a computer usable medium having...

...operable to:
receive information associated with a sale of a product, said
information including a **tender** amount and a **transaction** total;
select a **supplemental product** based at least in part on said product;

and
provide an indication of an **offer** to **sell** said **supplemental product** at
an **offer** amount,
100. An apparatus for conducting a **transaction** , comprising:
means for obtaining information associated with a sale of a product, said
information including a tender amount and a **transaction** total;
means for choosing a **supplemental product** based at least in part on
said
product; and
means for transmitting an indication of an **offer** to **sell** said
supplemental

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product at an **offer** amount.
101. A system for conducting a **transaction** , comprising:
a memory;
a communication port; and
a processor connected to said memory and said communication port, said
processor being operative to:
process a sale of a product;
receive a **tender** amount for said **product** ;
select a **supplemental product** based at least in part on said product
and said tender amount; and
provide an indication of an **offer** to **sell** said **supplemental product** at
an **offer** amount. 102. A computer readable medium for use in a
transaction system, the computer
readable medium storing a computer program comprising:
computer readable means for **transacting** a sale of a product;
computer readable means for determining a tender amount for said product;
computer readable means for choosing a **supplemental product** based at
least in part on said product and said tender amount; and
computer readable means for transmitting an indication of an **offer** to
sell said **supplemental product** at an **offer** amount.
103. An article of manufacture, comprising:
a computer usable medium having a computer readable...

...in said article of manufacture operable to:
process a sale of a product;
receive a **tender** amount for said product;
select a **supplemental product** based at least in part on said product
and said tender amount; and
provide an indication of an offer to **sell** said **supplemental product**
at

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an offer amount.
104. An apparatus for conducting a **transaction** , comprising:
means for **transacting** a sale of a product;
means for determining a tender amount for said product;
means for choosing a **supplemental product** based at least in part on
said
product and said tender amount; and
means for transmitting an indication of an **offer** to **sell** said
supplemental product at an **offer** amount.
105. A system for conducting a **transaction** , comprising:
a memory;
a communication port; and
a processor connected to said memory and said...

...product;

identify a supplemental product based at least in part on said product and a **score** associated with said **supplemental product** ;
identify an offer amount for said **supplemental product** ;
provide an indication of an offer to **sell** said **supplemental product** at
said **offer** amount; and

receive an indication of an acceptance to purchase said **supplemental product** at said **offer** amount. ,

106. A computer readable medium for use in a **transaction** system, the computer readable medium storing a computer program comprising:
computer readable means for carrying...

...for choosing a supplemental product based at least in part on said product and a **score** associated with said **supplemental product** ;
computer readable means for choosing an offer amount for said **supplemental product** ;
computer readable means for transmitting an indication of an **offer** to sell

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said **supplemental product** at said **offer** amount; and
computer readable means for obtaining an indication of an acceptance to purchase said **supplemental product** at said **offer** amount.

107. An article of manufacture, comprising:
a computer usable medium having a computer readable...

...product;
identify a supplemental product based at least in part on said product and a **score** associated with said **supplemental product**;
identify an **offer** amount for said **supplemental product** ;
provide an indication of an **offer** to **sell** said **supplemental product** at
said **offer** amount; and
receive an indication of an acceptance to purchase said **supplemental product** at said **offer** amount.

1 08. An apparatus for conducting a **transaction** , comprising:
means for carrying out a sale of a product;
means for choosing a **supplemental product** based at least in part on said product and a **score** associated with said **supplemental product**;
means for choosing an offer amount for said supplemental product;
means for transmitting an...

...said offer amount; and
means for obtaining an indication of an acceptance to purchase said **supplemental product** at said offer amount.

109. A data processing method, comprising:
providing an **offer** to **sell** a **supplemental product** for an offer amount during a **transaction** , said **supplemental product** being chosen from a group of at least one **scored** potential **supplemental product** .

110. A data processing method, comprising:

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transmitting data representative of an **offer** to sell a supplemental product for an offer amount, said supplemental product being one of...

...identified for a transaction.

I I 1. A data processing method, comprising:
offering, during a **transaction** , to **sell** a supplemental product having all associated offer amount, wherein said **supplemental product** has been selected from a pool of at least one **supplemental product**

identified during said **transaction** .

112. A method for conducting a **transaction** , comprising:
transmitting an offer to **sell** a **supplemental product** associated
with a
transaction , for an offer amount, wherein said **supplemental product**
is scored and has a score higher than at least one other possible
supplemental product .

75

15/3,K/11 (Item 10 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00814140

**A METHOD FOR A VIRTUAL TRADE FINANCIAL FRAMEWORK
PROCEDE DESTINE A UN SCHEMA FINANCIER DE COMMERCE VIRTUEL**

Patent Applicant/Assignee:

ACCENTURE LLP, 1661 Page Mill Road, Palo Alto, CA 94304, US, US
(Residence), US (Nationality)

Inventor(s):

LEONG Cheah Wee, 16 Jalan BK4/6E, Bandar Kinrara, Puchong, 58200,
Selangor, MY,

NG William, 101 Whampoa Drive #15-176, Singapore, SG,

Legal Representative:

HICKMAN Paul L (agent), Oppenheimer Wolff & Donnelly, LLP, 38th Floor,
2029 Century Park East, Los Angeles, CA 90067-3024, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200146846 A2 20010628 (WO 0146846)

Application: WO 2000US35429 20001222 (PCT/WO US0035429)

Priority Application: US 99470030 19991222; US 99470041 19991222; US
99470044 19991222

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES
FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD
MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ
VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 106212

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... Finance, documents were used as surrogate to facilitate the proximity
of payment of a trade **transaction** to the event of taking delivery of
goods . hi VTrade, the process of processing the documents which are
required under traditional Trade Finance...identifier and a password. As
an option, the step of categorizing the bids may include **ranking** or
segmenting the bids.

hi another embodiment of the present invention, the criteria may include
...

15/3,K/12 (Item 11 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00813248 **Image available**

**SYSTEM AND METHOD FOR LOCATING AND DISPLAYING WEB-BASED PRODUCT OFFERINGS
SYSTEME ET PROCEDE POUR LA LOCALISATION ET LA PRESENTATION D'OFFRES DE
PRODUITS ACCESSIBLES SUR INTERNET**

Patent Applicant/Assignee:

AMAZON COM INC, 1200 12th Avenue South, Suite 1200, Seattle, WA 98144, US
, US (Residence), US (Nationality)

Inventor(s):

BAILEY David R, 3065 N.E. 178th Street, Lake Forest Park, WA 98155, US,
FELDMAN Todd J, 6355 Beach Drive S.W., Seattle, WA 98136, US,
RAJARAMAN Anand, 601 39th Avenue E., Seattle, WA 98112, US,
FORD James L, 2119 104th Place S.E., Bellevue, WA 98004, US,
SCOFIELD Christopher L, 2557 25th Avenue E., Seattle, WA 98112, US,
BOWMAN Dwayne E, 14244 214th Way N.E., Woodinville, WA 98072, US,
ORTEGA Ruben E, 7019 24th Avenue N.E., Seattle, WA 98115, US,

Legal Representative:

ALTMAN Daniel E (agent), Knobbe, Martens, Olson and Bear, LLP, 620
Newport Center Drive, 16th Floor, Newport Beach, CA 92660, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200146870 A1 20010628 (WO 0146870)
Application: WO 2000US42645 20001207 (PCT/WO US0042645)
Priority Application: US 99169570 19991208; US 2000528127 20000317; US
2000528138 20000317

Designated States: AE AG AL AM AT AT (utility model) AU AZ BA BB BG BR BY
BZ CA CH CN CR CU CZ CZ (utility model) DE DE (utility model) DK DK
(utility model) DM DZ EE EE (utility model) ES FI FI (utility model) GB
GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA
MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SK (utility model)
SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 16684

International Patent Class: G06F-017/60 ...

Fulltext Availability:

Detailed Description

Detailed Description

... results for items directly offered for sale by the AMAZON.COM web site
(organized into **multiple** categories), **items offered** for sale by
third parties (Auction and zShop users) using the Amazon web site as...

...items offered for sale by other on-line merchants affiliated with
AMAZON.COM (organized into **multiple** categories), and **items offered**
for sale by on-line merchants unaffiliated with AMAZON.COM (those within
the Product Spider...

15/3,K/13 (Item 12 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00806392

TECHNOLOGY SHARING DURING ASSET MANAGEMENT AND ASSET TRACKING IN A
NETWORK-BASED SUPPLY CHAIN ENVIRONMENT AND METHOD THEREOF
PARTAGE TECHNOLOGIQUE LORS DE LA GESTION ET DU SUIVI DU PARC INFORMATIQUE
DANS UN ENVIRONNEMENT DU TYPE CHAÎNE D'APPROVISIONNEMENT RESEAUTÉE, ET
PROCÉDÉ ASSOCIÉ

Patent Applicant/Assignee:

ACCENTURE LLP, 1661 Page Mill Road, Palo Alto, CA 94304, US, US
(Residence), US (Nationality)

Inventor(s):

MIKURAK Michael G, 108 Englewood Blvd., Hamilton, NJ 08610, US,

Legal Representative:

HICKMAN Paul L (agent), Oppenheimer Wolff & Donnelly, LLP, 38th Floor,
2029 Century Park East, Los Angeles, CA 90067-3024, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200139086 A2 20010531 (WO 0139086)

Application: WO 2000US32310 20001122 (PCT/WO US0032310)

Priority Application: US 99444653 19991122; US 99447623 19991122

Designated States: AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE

DK DM DZ EE ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR

LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL

TJ TM TR TT TZ UA UG UZ VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 156214

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... mean the various devices embodied in such cards or boards.

Many public data networks (PDNs) offer little or no security for
communications between users and hosts or other data processing devices
...could be dynamically generated from a knowledge base. Optionally, the
questions and answers could be ranked in order from the most to the
least viewed or vice versa or could be...

15/3,K/14 (Item 13 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00806384

NETWORK AND LIFE CYCLE ASSET MANAGEMENT IN AN E-COMMERCE ENVIRONMENT AND
METHOD THEREOF

GESTION D'ACTIFS DURANT LE CYCLE DE VIE ET EN RESEAU DANS UN ENVIRONNEMENT
DE COMMERCE ELECTRONIQUE ET PROCÉDÉ ASSOCIÉ

Patent Applicant/Assignee:

ACCENTURE LLP, 1661 Page Mill Road, Palo Alto, CA 94304, US, US
(Residence), US (Nationality)

Inventor(s):

MIKURAK Michael G, 108 Englewood Blvd., Hamilton, NJ 08610, US,

Legal Representative:

HICKMAN Paul L (agent), Oppenheimer Wolff & Donnelly, LLP, 38th Floor,
2029 Century Park East, Los Angeles, CA 90067-3024, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200139030 A2 20010531 (WO 0139030)
Application: WO 2000US32324 20001122 (PCT/WO US0032324)
Priority Application: US 99444775 19991122; US 99447621 19991122

Designated States: AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CU CZ DE DK
DZ EE ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT
LU LV MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR
TT UA UG UZ VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 171499

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... system. Thus, new capabilities are created without having to start from scratch.

20

Polymorphism and **multiple** inheritance make it possible for different programmers to mix and match characteristics of many different...

15/3,K/15 (Item 14 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00806382

METHOD FOR AFFORDING A MARKET SPACE INTERFACE BETWEEN A PLURALITY OF
MANUFACTURERS AND SERVICE PROVIDERS AND INSTALLATION MANAGEMENT VIA A
MARKET SPACE INTERFACE

PROCEDE DE MISE A DISPOSITION D'UNE INTERFACE D'ESPACE DE MARCHÉ ENTRE UNE
PLURALITE DE FABRICANTS ET DES FOURNISSEURS DE SERVICES ET GESTION
D'UNE INSTALLATION VIA UNE INTERFACE D'ESPACE DE MARCHÉ

Patent Applicant/Assignee:

ACCENTURE LLP, 1661 Page Mill Road, Palo Alto, CA 94304, US, US
(Residence), US (Nationality)

Inventor(s):

MIKURAK Michael G, 108 Englewood Blvd., Hamilton, NJ 08610, US,

Legal Representative:

HICKMAN Paul L (et al) (agent), Oppenheimer Wolff & Donnelly LLP, 1400
Page Mill Road, Palo Alto, CA 94304, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200139028 A2 20010531 (WO 0139028)

Application: WO 2000US32308 20001122 (PCT/WO US0032308)

Priority Application: US 99444773 19991122; US 99444798 19991122

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ
DE DK DM DZ EE ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK
LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK
SL TJ TM TR TT TZ UA UG UZ VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English
Filing Language: English
Fulltext Word Count: 170977

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description

Detailed Description

... Architecture

Most of the attributes of the "New Core" will already be in place as **part** of "NGN". These include all intelligent components of the packet based "NGN" described above. The...

15/3,K/16 (Item 15 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00781899 **Image available**

DYNAMIC PROPAGATION OF PROMOTIONAL INFORMATION IN A NETWORK OF POINT-OF-SALE TERMINALS

DIFFUSION DYNAMIQUE D'INFORMATIONS A CARACTERE PROMOTIONNEL DANS UN RESEAU DE TERMINAUX DE POINTS DE VENTE

Patent Applicant/Assignee:

WALKER DIGITAL LLC, Five High Ridge Park, Stamford, CT 06905, US, US
(Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

WALKER Jay S, 124 Spectacle Lane, Ridgefield, CT 06877, US, US
(Residence), US (Nationality), (Designated only for: US)

MUELLER Raymond J, 89 Catbrier Road, Weston, CT 06883, US, US
(Residence), US (Nationality), (Designated only for: US)

VAN LUCHENE Andrew S, 9 Greenwood Place, Norwalk, CT 06854, US, US
(Residence), US (Nationality), (Designated only for: US)

TEDESCO Daniel E, 49 Kings Highway North, Westport, CT 06880, US, US
(Residence), US (Nationality), (Designated only for: US)

BEMER Keith, 517 E. 75th Street - #2E, New York, NY 10021, US, US
(Residence), US (Nationality), (Designated only for: US)

TULLEY Stephen C, 15 River Place, Stamford, CT 06907, US, US (Residence),
US (Nationality), (Designated only for: US)

ALDERUCCI Dean, 19-8 Prospect Ridge Road, Ridgefield, CT 06877, US, US
(Residence), US (Nationality), (Designated only for: US)

HEIER Jeffrey E, 3 Mountain View Road, Somers, NY 10589, US, US
(Residence), US (Nationality), (Designated only for: US)

RATH Anna, 23232 Town Walk Drive, Hamden, CT 06518, US, US (Residence),
US (Nationality), (Designated only for: US)

Legal Representative:

LEVIN Nathaniel (et al) (agent), Walker Digital Corporation, Intellectual
Property Department, Five High Ridge Park, Stamford, CT 06905, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200115033 A2-A3 20010301 (WO 0115033)

Application: WO 2000US19426 20000717 (PCT/WO US0019426)

Priority Application: US 99150630 19990825; US 2000538751 20000330

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English
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Fulltext Word Count: 18048

Patent Applicant/Inventor:

... Designated only for: US)

MUELLER Raymond J ...

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... customer that he or she add an additional product 1 5 or service to a **transaction** .

Dynamically-priced upsell offer - an upsell offer in which the price to be charged for the **additional product** depends on a round-up amount associated with the **transaction** . For example, the round-up amount may be the difference between the **transaction** total (the amount the customer is required to pay without an upsell) and the next...

...total of \$99 Other information, such as an amount of sales tax associated with the **transaction** , may also be used to determine the round-up amount.

Suggestive **sell** offer - an upsell offer in which the price to be paid for the **additional item** is a list or standard price.

Switch-and-save offer - a proposal to a customer that **another product** be substituted for a product already included in a **transaction** , typically the substitute product is discounted from its standard price.

Cross-subsidy offer (also referred...is a type of promotion in which an operator of a POS terminal offers to **sell** to a customer an **additional product** in exchange for a round-up amount that may be, for example, the amount of...

...of a POS

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terminal simply suggests to the customer at the end of the **transaction** or at some other point in the **transaction** that the customer purchase an **additional product** . **Alternatively** , the suggestive **sell** message may be delivered by a screen display and/or a speaker which is part...

15/3,K/17 (Item 16 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00766077 **Image available**

PRODUCT SUBSTITUTION SEARCH METHOD

PROCEDE DE RECHERCHE DE PRODUITS DE SUBSTITUTION

Patent Applicant/Assignee:

i2 TECHNOLOGIES INC, One i2 Place, 11701 Luna Road, Dallas, TX 75234, US,

US (Residence), US (Nationality)

Inventor(s):

IYER Shekhar, 633 Bella Vista Drive, Coppell, TX 75019, US,

SORAL Prashant, 6910 Parkridge Boulevard #338, Irving, TX 75063, US,

Legal Representative:

KENNERLY Christopher W (agent), Baker Botts L.L.P., 2001 Ross Avenue,
Suite 600, Dallas, TX 75201-2980, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200079453 A2-A3 20001228 (WO 0079453)

Application: WO 2000US16774 20000616 (PCT/WO US0016774)

Priority Application: US 99140120 19990618; US 2000594852 20000615

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ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT

LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT

UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 2784

Main International Patent Class: G06F-017/60

Fulltext Availability:

Claims

Claim

A system for **offering** to a user **alternate products** similar to a
requested product,
comprising:
a first user interface to receive a user request...

...candidate alternate products having attributes
similar to the requested product attributes;
a sort procedure to **rank** the candidate alternate products in order of
decreasing
similarity to the requested product; and;
a...

...when the user selects an alternate product, causes information regarding
the availability of the selected **alternate product** to be updated.

5 A method for **offering** , to a user, **alternate products** similar to a
requested product,
comprising the steps of:
receiving from the user a request...

...preferred product;
selecting a set of alternative products having attributes similar to the
preferred
product;
rank ordering the alternative products according to their degree of
similarity with the
preferred product; and...

15/3,K/18 (Item 17 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00766038 **Image available**

PURCHASING SYSTEMS AND METHODS WHEREIN A BUYER TAKES POSSESSION AT A
RETAILER OF A PRODUCT PURCHASED USING A COMMUNICATION NETWORK
SYSTEMES ET PROCEDES D'ACHAT OU UN ACHETEUR PREND POSSESSION CHEZ UN

DETAILLANT D'UN PRODUIT ACHETE AU MOYEN D'UN RESEAU DE COMMUNICATION

Patent Applicant/Assignee:

WALKER DIGITAL LLC, One High Ridge Park, Stamford, CT 06905, US, US
(Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

WALKER Jay S, 124 Spectacle Lane, Ridgefield, CT 06877, US, US

(Residence), US (Nationality), (Designated only for: US)

VAN LUCHENE Andrew S, 9 Greenwood Place, Norwalk, CT 06854, US, US

(Residence), US (Nationality), (Designated only for: US)

MIK Magdalena, 10 South Street, Greenwich, CT 06830, US, US (Residence),
US (Nationality), (Designated only for: US)

TEDESCO Daniel E, Apartment 6, 192 Park Street, New Canaan, CT 06840, US,
US (Residence), US (Nationality), (Designated only for: US)

Legal Representative:

DUGAN Brian M (et al) (agent), Walker Digital Corporation, Intellectual

Property Department, Five High Ridge Park, Stamford, CT 06905, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200079410 A2 20001228 (WO 0079410)

Application: WO 2000US12640 20000509 (PCT/WO US0012640)

Priority Application: US 99337906 19990622

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE

DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC

LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK

SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG .KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 30214

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... acceptable substitute products when submitting the original offer. In effect, the buyer submits a primary **offer** (for the preferred **product**) and a " **secondary** " **offer** (for a substitute product). For example, a buyer submitting an offer for a camera may...

...secondary offer. A detailed description of a system and method for enabling a buyer to **rank** submitted offers in order of preference can be found in U.S. Patent Application Serial...

15/3,K/19 (Item 18 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00761424

A SYSTEM, METHOD, AND ARTICLE OF MANUFACTURE FOR PHASE DELIVERY OF COMPONENTS OF A SYSTEM REQUIRED FOR IMPLEMENTATION OF TECHNOLOGY
SYSTEME, PROCEDE ET ARTICLE MANUFACTURE DESTINES A LA FOURNITURE PAR PHASES DE COMPOSANTS D'UN SYSTEME NECESSAIRES A L'APPLICATION D'UNE TECHNIQUE

Patent Applicant/Assignee:

ACCENTURE LLP, 100 South Wacker Drive, Chicago, IL 60606, US, US

(Residence), US (Nationality)

Inventor(s):

GUHEEN Michael F, 2218 Mar East Street, Tiburon, CA 94920, US,
MITCHELL James D, 3004 Alma, Manhattan Beach, CA 90266, US,
BARRESE James J, 757 Pine Avenue, San Jose, CA 95125, US,

Legal Representative:

BRUESS Steven C (agent), Merchant & Gould P.C., P.O. Box 2903,
Minneapolis, MN 55402-0903, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200073930 A2 20001207 (WO 0073930)

Application: WO 2000US14458 20000524 (PCT/WO US0014458)

Priority Application: US 99321360 19990527

Designated States: AE AG AL AM AT AT (utility model) AU AZ BA BB BG BR BY
CA CH CN CR CU CZ CZ (utility model) DE DE (utility model) DK DK (utility
model) DM DZ EE EE (utility model) ES FI FI (utility model) GB GD GE GH
GM HR HU ID IL IN IS JP KE KG KP KR KR (utility model) KZ LC LK LR LS LT
LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SK
(utility model) SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 149456

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... is an illustration of one embodiment of the present invention for
facilitating a virtual shopping **transaction** by comparing different
products and services; Figure 16B is an illustration of one embodiment of
the present invention for creating a hierarchy of the features of the
items selected in accordance with the customer's
profile;
Figure 17 is an illustration of one embodiment of the present invention
for facilitating a virtual shopping **transaction** by ascertaining needs
of a user; Figure 17A is an illustration of one embodiment of...

15/3,K/20 (Item 19 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00761423

**A SYSTEM, METHOD, AND ARTICLE OF MANUFACTURE FOR EFFECTIVELY CONVEYING
WHICH COMPONENTS OF A SYSTEM ARE REQUIRED FOR IMPLEMENTATION OF
TECHNOLOGY**

**SYSTEME, PROCEDE ET ARTICLE MANUFACTURE POUR L'ACHEMINEMENT EFFICACE DES
COMPOSANTS D'UN SYSTEME NECESSAIRES A LA MISE EN PRATIQUE D'UNE
TECHNOLOGIE**

Patent Applicant/Assignee:

ACCENTURE LLP, 100 South Wacker Drive, Chicago, IL 60606, US, US
(Residence), US (Nationality)

Inventor(s):

GUHEEN Michael F, 2218 Mar East Street, Tiburon, CA 94920, US,
MITCHELL James D, 3004 Alma, Manhattan Beach, CA 90266, US,
BARRESE James J, 757 Pine Avenue, San Jose, CA 95125, US,

Legal Representative:

BRUESS Steven C (agent), Merchant & Gould P.C., P.O. Box 2903,

Minneapolis, MN 55402-0903, US,
Patent and Priority Information (Country, Number, Date):
Patent: WO 200073929 A2 20001207 (WO 0073929)
Application: WO 2000US14457 20000524 (PCT/WO US0014457)
Priority Application: US 99321136 19990527
Designated States: AE AG AL AM AT AT (utility model) AU AZ BA BB BG BR BY
CA CH CN CR CU CZ CZ (utility model) DE DE (utility model) DK DK (utility
model) DM DZ EE EE (utility model) ES FI FI (utility model) GB GD GE GH
GM HR HU ID IL IN IS JP KE KG KP KR KR (utility model) KZ LC LK LR LS LT
LU LV MA MD MG MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SK
(utility model) SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 150133

Main International Patent Class: G06F-017/60
Fulltext Availability:
Detailed Description

Detailed Description

... one embodiment of the present invention; Figure IG is a flowchart illustrating the method for **selling** products in accordance with one embodiment of the present invention;
Figure 1G-1 is a flowchart providing more detail of the method for **selling products** in accordance with one embodiment of the present invention;
Figure 1H is a flowchart illustrating...may be provided for any combination of components, including all of the components. As an **alternative** to selecting **products** and services to **sell**, the present invention may specifically indicate which specific capabilities are available to potential clients or...system structure, module flow, flow control, calling patterns, complexity, and data and variable usage. An **alternate** form of presentation is through reports. These provide cross-reference listings or graphical representations of...

15/3,K/21 (Item 20 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00761422

BUSINESS ALLIANCE IDENTIFICATION

SYSTEME, PROCEDE ET ARTICLE DE PRODUCTION POUR L'IDENTIFICATION D'ALLIANCES COMMERCIALES DANS UN CADRE D'ARCHITECTURE RESEAU

Patent Applicant/Assignee:

ACCENTURE LLP, 100 South Wacker Drive, Chicago, IL 60606, US, US
(Residence), US (Nationality)

Inventor(s):

GUHEEN Michael F, 2218 Mar East Street, Tiburon, CA 94920, US,
MITCHELL James D, 3004 Alma, Manhattan Beach, CA 90266, US,
BARRESE James J, 757 Pine Avenue, San Jose, CA 95125, US,

Legal Representative:

BRUESS Steven C (agent), Merchant, Gould, Smith, Edell, Welter & Schmidt,
P.A., P.O. Box 2903, Minneapolis, MN 55402-0903, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200073928 A2-A3 20001207 (WO 0073928)

Application: WO 2000US14375 20000524 (PCT/WO US0014375)
Priority Application: US 99320816 19990527
Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE
DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC
LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI
SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 149371

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... and the overlay depict the indicia coding and the pictorial
representation in combination. In the **alternative**, the transparency and
overlay may comprise a single unitary display device. Further, such
device may...

15/3,K/22 (Item 21 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00464202 **Image available**

IMPROVED FINANCIAL RISK PREDICTION SYSTEMS AND METHODS THEREFOR
SYSTEMES ET PROCEDES AMELIORES DE PREVISION DE RISQUE FINANCIER

Patent Applicant/Assignee:

VISA INTERNATIONAL SERVICE ASSOCIATION,
BASCH Catherine A,
BRUESEWITZ Belva J,
SIEGEL Kevin,
FAITH Patrick,

Inventor(s):

BASCH Catherine A,
BRUESEWITZ Belva J,
SIEGEL Kevin,
FAITH Patrick,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9854667 A1 19981203

Application: WO 98US10740 19980527 (PCT/WO US9810740)

Priority Application: US 97863666 19970527

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES
FI GB GE GH GM GW HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD
MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG US
UZ VN YU ZW GH GM KE LS MW SD SZ UG ZW AM AZ BY KG KZ MD RU TJ TM AT BE
CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN
ML MR NE SN TD TG

Publication Language: English

Fulltext Word Count: 11526

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... a multitude of accounts and/or issuers. In particular, scoreable transactions may be obtained from **transaction** authorization systems (e.g., the aforementioned VISA Integrated Payment System ("VIP)), which receive and process authorizations across accounts and/or account issuers. **Another part** of the invention lies in the recognition that scoreable **transactions** may also be obtained from clearing and settlements systems (e.g., a system known as...financial risk prediction system advantageously facilitates the generation of transaction patterns and/or financial risk **scores** across accounts and/or account issuers.

The scoreable transactions received from sources 602, 604, and...

15/3,K/23 (Item 22 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00423317 **Image available**

ON-LINE TRANSACTION PROCESSING SYSTEM FOR SECURITY TRADING
SYSTEME DE TRAITEMENT DES TRANSACTIONS EN LIGNE POUR LE COMMERCE DES
VALEURS BOURSIERES

Patent Applicant/Assignee:

THE NASDAQ STOCK MARKET INC,

Inventor(s):

MARTYN Peter,
DENAT Mark,
PANG Mei,
FLYNN Edward,
WALDO Michael,
SWEET Pamela A,
COORDS Deane,
HALL Diane Geberth,
SLOMOWITZ Ira,
FRANKE Maureen,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9813778 A1 19980402

Application: WO 97US17131 19970925 (PCT/WO US9717131)

Priority Application: US 96722847 19960926

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES
FI GB GE GH HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK
MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ VN YU
ZW GH KE LS MW SD SZ UG ZW AM AZ BY KG KZ MD RU TJ TM AT BE CH DE DK ES
FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN ML MR NE SN TD
TG

Publication Language: English

Fulltext Word Count: 9156

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... 4064 using scroll bars 4066 and 4067, respectively, which are standard features of many window **products**. **Alternatively**, if the user chooses to see **offers** only or bids only, the NWII software displays a **ranked** list of the offers bids which in both boxes 4062 and 4064.

Eight programmable buttons...

15/3,K/24 (Item 23 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00381330 **Image available**

**SYSTEM AND METHOD FOR PERFORMING ON-LINE REVIEWS AND APPROVALS OF CREDIT
AND LIABILITY APPLICATIONS**

**SYSTEME ET PROCEDE PERMETTANT DE REVOIR ET D'APPROUVER EN DIRECT DES
APPLICATIONS RELATIVES AUX CREDITS ET AUX DETTES**

Patent Applicant/Assignee:

CITIBANK N A,

Inventor(s):

WALKER Darcy,

SUSSMAN Lawrence J,

MAYR Mona,

DEAN Charles G Jr,

SEIB Dennis,

MUSCI Richard,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9722073 A1 19970619

Application: WO 96US19228 19961212 (PCT/WO US9619228)

Priority Application: US 958538 19951212; US 96758770 19961203

Designated States: AL AM AT AU AZ BB BG BR BY CA CH CN CZ DE DK EE ES FI GB

GE HU IL IS JP KE KG KP KR KZ LK LR LS LT LU LV MD MG MK MN MW MX NO NZ

PL PT RO RU SD SE SG SI SK TJ TM TR TT UA UG UZ VN KE LS MW SD SZ UG AM

AZ BY KG KZ MD RU TJ TM AT BE CH DE DK ES FI FR GB GR IE IT LU MC NL PT

SE BF BJ CF CG CI CM GA GN ML MR NE SN TD TG

Publication Language: English

Fulltext Word Count: 10604

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... amount) which applicants I 0 surpass initial credit evaluation screens
(e.g., disaster screen, credit **score** , etc.) encouraging them to
optimize sales energy toward cross- **selling additional credit**
products since initial systematic evaluation has indicated that the
applicant IO is credit qualified, although stil...

Set	Items	Description
S1	1797	AU=(MUELLER R? OR MUELLER, R?)
S2	0	AS=WALKER?
S3	59125	BUYING OR BUY? ? OR SELL? ? OR SELLING OR TRANSACT? OR TRA- DING OR TRADE? ? SALE? ?
S4	2260469	SUPPLEMENTAL? OR ALTERNAT? OR REPLACE? OR BACKUP OR BACK()- UP OR SECONDARY OR ANOTHER OR ADDITIONAL OR MULTIPL? OR SPARE? OR UPGRADE? OR COMPLIMENT?
S5	5747007	PRODUCT? ? OR GOODS OR WARES OR EQUIPMENT OR MERCHANDI? OR ITEM? ? OR PART? ?
S6	799635	RATE? OR RATING? OR GRAD??? OR RANK? OR SCORE? OR SCORING
S7	135539	OFFER? OR TENDER?
S8	2400	PA=WALKER?
S9	64269	S4(2N)S5
S10	221	S9(25N)S3
S11	31	S10 AND (S6 OR S7)
S12	1	S10 AND S1
S13	25	S11 AND IC=G06F-017/60
S14	49	(S9 AND S3 AND (S6 OR S7)) AND IC=G06F-017/60

? show file

File 344:Chinese Patents Abs Aug 1985-2003/Apr

(c) 2003 European Patent Office

File 347:JAPIO Oct 1976-2003/Jun(Updated 031006)

(c) 2003 JPO & JAPIO

File 350:Derwent WPIX 1963-2003/UD,UM &UP=200372

(c) 2003 Thomson Derwent

File 371:French Patents 1961-2002/BOPI 200209

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14/5/1 (Item 1 from file: 347)
DIALOG(R)File 347:JAPIO
(c) 2003 JPO & JAPIO. All rts. reserv.

07684329 **Image available**
MERCHANDISE DEALING METHOD AND SYSTEM

PUB. NO.: 2003-178203 [JP 2003178203 A]
PUBLISHED: June 27, 2003 (20030627)
INVENTOR(s): TATEISHI ATSUSHI
TAKANO MASAHIKO
APPLICANT(s): HITACHI LTD
APPL. NO.: 2001-379390 [JP 20011379390]
FILED: December 13, 2001 (20011213)
INTL CLASS: G06F-017/60

ABSTRACT

PROBLEM TO BE SOLVED: To provide a dealing method between merchandise intermediaries by considering a situation that a discount rate is different from one intermediary to another in the merchandise intermediaries (sales companies) purchasing commercial products from merchandise providers (makers).

SOLUTION: (1) Sales desire information having an identifier for identifying a merchandise intermediary (seller), a type of merchandise, a sales desire difference and the like is received from the seller. (2) Information such as the type of merchandise and the sales desire difference within the sales desire information and an identifier for identifying the sales desire information are provided for other merchandise intermediaries. (3) Purchase desire information having an identifier for identifying a merchandise intermediary (buyer) and an identifier for identifying sales desire information is received from the buyer desiring purchase. (4) When the sales desire difference of the sales desire information coincides with the purchase desire difference desired by the buyer, a dealing transaction for selling the merchandise inventory or purchasing right of the merchandise belonging to the seller to the buyer is executed.

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14/5/2 (Item 2 from file: 347)
DIALOG(R)File 347:JAPIO
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07205669 **Image available**
REPAIR, RECYCLE AND REPLACEMENT SYSTEM AND INFORMATION PROVIDING SERVICE METHOD

PUB. NO.: 2002-074101 [JP 2002074101 A]
PUBLISHED: March 15, 2002 (20020315)
INVENTOR(s): SATO SHIGERU
OKABE TSUTOMU
TSUYAMA TSUTOMU
APPLICANT(s): HITACHI LTD
APPL. NO.: 2001-179500 [JP 20011179500]
FILED: June 14, 2001 (20010614)
PRIORITY: 2000-184559 [JP 2000184559], JP (Japan), June 15, 2000
(20000615)
INTL CLASS: G06F-017/60

ABSTRACT

Bode Akintola12-Nov-03

PROBLEM TO BE SOLVED: To provide a mechanism capable of making a repair estimate from a fault diagnosis through a communicating means such as the Internet and also to propose a recommended type of machine, its **offered** cost, specifications, etc., in the case of calculating and presenting cost in the case of performing recycle without performing a repair service and in the case of **buying** a **product** / service to **replace** .

SOLUTION: These service method and system through the communicating means such as the Internet consist of a means with which a user who receives fault repair/service inputs the attribute of a service and fault contents and performs a fault diagnosis, a function for estimating cost about the fault repair/ service on the basis of diagnosis results and presenting the estimated cost to the user, a function for retrieving product/services and their amounts and for presenting the product/services and the amounts to the user in the ascending order of the amounts in the case of replacing the fault **product** /service with **another** , and a function for the user requesting the repair of the fault product/ service or selecting an object to be replaced with among the presented products/ services, and allow the user to freely select repair or replacement.

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14/5/3 (Item 3 from file: 347)

DIALOG(R)File 347:JAPIO

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07084894 **Image available**

TOTAL STOCK DETERMINATION DEVICE AND TOTAL STOCK DETERMINATION METHOD

PUB. NO.: 2001-312542 [JP 2001312542 A]
PUBLISHED: November 09, 2001 (20011109)
INVENTOR(s): MITA HIROYUKI
APPLICANT(s): KAO CORP
PRICE WATERHOUSE
APPL. NO.: 2000-132214 [JP 2000132214]
FILED: May 01, 2000 (20000501)
INTL CLASS: **G06F-017/60**

ABSTRACT

PROBLEM TO BE SOLVED: To provide a total stock determination method that determines the relative optimum display goods number and face number that improve space efficiency of goods display and inventory efficiency so as to maximize an expected profit, considering **gradual** change of profit per space and sales opportunities of other goods for period demand when various goods are placed in showcases to **sell** .

SOLUTION: A display inventory planning part 35, when various items of goods are displayed in showcases for sales, determines individual optimum display goods number that maximizes an expected profit of the goods for demand during a predetermined period, and determines the number that maximizes the sum of an expected profit of the goods per space when the determined individual optimum display goods number is reduced by a display goods number of the above number and an expected profit of other goods per space when the **goods** are **replaced** by the other goods of the above number.

COPYRIGHT: (C)2001,JPO

14/5/4 (Item 4 from file: 347)

DIALOG(R)File 347:JAPIO
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07079269 **Image available**

USER ANTICIPATION TYPE BUILD-UP TYPE MERCHANDISE **SELLING** SYSTEM THROUGH
INTERNET

PUB. NO.: 2001-306916 [JP 2001306916 A]
PUBLISHED: November 02, 2001 (20011102)
INVENTOR(s): KATO HIDENORI
APPLICANT(s): KATO HIDENORI
APPL. NO.: 2000-124822 [JP 2000124822]
FILED: April 25, 2000 (20000425)
INTL CLASS: **G06F-017/60** ; A63F-013/12; G06F-019/00

ABSTRACT

PROBLEM TO BE SOLVED: To allow the purchaser of merchandise constituted of agricultural and marine products or manufactured **products** to **multiply** his or her interests in the purchase of the merchandise through the virtual experience of the raising or manufacturing of the merchandise by **offering** simulation software in a fixed period required for the raising or manufacturing.

SOLUTION: The raising simulation software of agricultural or marine products or the manufacturing simulation software of manufactured products is **offered** through an Internet so that a purchase applicant can execute a simulation game in a fixed period, and obtain the merchandise at the time of finishing the execution. This **selling** managing device is provided with a Web server being the computer system of a management trader for accepting a **selling** request from a merchandise producer and a purchase application from the purchaser, and for managing the simulation execution of the purchaser.

COPYRIGHT: (C)2001,JPO

14/5/5 (Item 1 from file: 350)

DIALOG(R)File 350:Derwent WPIX
(c) 2003 Thomson Derwent. All rts. reserv.

015682760 **Image available**

WPI Acc No: 2003-744949/200370

XRPX Acc No: N03-596682

Smart multi-search system for e-commerce applications, allows supplier to group and rank search results with respect to multiple product /service query so as to maintain inventory for greatest number of queried product/services

Patent Assignee: MCGEE T (MCGE-I)

Inventor: MCGEE T

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20030144924	A1	20030731	US 200259559	A	20020129	200370 B

Priority Applications (No Type Date): US 200259559 A 20020129

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
US 20030144924	A1	8	G06F-017/60	

Abstract (Basic): US 20030144924 A1

NOVELTY - A storage unit consists of databases storing information of suppliers and products/services available for purchase. The buyers are allowed to search for **multiple products** /services by entering a single search query based on stored information. The search results with respect to **multiple product** /service query are grouped and **ranked** by supplier, based on which supplier has inventory for the greatest number of queried products/services.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

(1) method for buyers and suppliers of products/services to engage in commerce; and

(2) computerized system for electronic commerce

USE - For electronic commerce (e-commerce) applications such as online shopping.

ADVANTAGE - Simplifies **buying** process as user can identify which vendor can best fill the entire order.

DESCRIPTION OF DRAWING(S) - The figure shows a block diagram of electronic commerce system.

Internet (10)

server (200)

pp; 8 DwgNo 1/4

Title Terms: SMART; MULTI; SEARCH; SYSTEM; APPLY; ALLOW; SUPPLY; GROUP;

RANK ; SEARCH; RESULT; RESPECT; MULTIPLE; PRODUCT; SERVICE; QUERY; SO;

MAINTAIN; INVENTORY; GREATER; NUMBER; PRODUCT; SERVICE

Derwent Class: T01

International Patent Class (Main): **G06F-017/60**

File Segment: EPI

14/5/6 (Item 2 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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015666912 **Image available**

WPI Acc No: 2003-729099/200369

Method and system for selling goods over internet

Patent Assignee: KIM J Y (KIMJ-I)

Inventor: KIM J Y

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
KR 2003048834	A	20030625	KR 200178876	A	20011213	200369 B

Priority Applications (No Type Date): KR 200178876 A 20011213

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
KR 2003048834	A		1 G06F-017/60	

Abstract (Basic): KR 2003048834 A

NOVELTY - An internet goods sale method and a system for the same are provided to **sell** one kind of goods per day irrespective of a sale quantity over the internet so that it can efficiently **offer** purchase data to a consumer, and definitely analyze a consumer inclination.

DETAILED DESCRIPTION - The method comprises several steps. A user accesses a server via a web browser, and the server displays data on one kind of goods, event and advertisement banner for one day(S1, S2). If the user selects the goods, the server displays detailed data on the goods(S3, S4). If the user transmits a purchase order for the selected goods to the server, the server **offers** a window for enabling the user to input a quantity and a destination(S5, S6). Then, the server stores

the input data, and accumulates a set point for the user(S7, S8). If the user selects an event, the server **offers** various data relevant to the selected event(S9, S10). If the user selects an advertisement banner, the server displays the web site linked to the advertisement banner(S11, S12). If one day has passed, the server searches for **another goods**, event and advertisement banner in a database, and displays data on the searched goods, event and advertisement banner(S13, S14, S15).

pp; 1 DwgNo 1/10

Title Terms: METHOD; SYSTEM; **SELL** ; GOODS

Derwent Class: T01

International Patent Class (Main): **G06F-017/60**

File Segment: EPI

14/5/7 (Item 3 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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015578099 **Image available**

WPI Acc No: 2003-640256/200361

XRPX Acc No: N03-509471

Online goods auction method e.g. for vegetable, involves comparing bid information from another buyer with goods purchase information, after judging correspondence between successful bid information from buyer and seller

Patent Assignee: HITACHI JOHO SYSTEMS KK (HITA-N); UNIVERSAL FOOD KK (UVFO-N)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2003208530	A	20030725	JP 20028187	A	20020117	200361 B

Priority Applications (No Type Date): JP 20028187 A 20020117

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 2003208530	A		10 G06F-017/60	

Abstract (Basic): JP 2003208530 A

NOVELTY - The correspondence between successful bid information input from buyer terminal and bid information from seller terminal, is judged based on the purchasing **offer** processing conditions. The bid information input from another buyer terminal, is compared with goods purchase information, after completion of judging operation. Based on the compared result, the order acceptance information containing goods and credit sale specification are output to seller terminal.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (1) auction management server; and
- (2) auction processing program.

USE - For performing auction of goods such as foodstuff like vegetable, fish using Internet, electronic commerce system.

ADVANTAGE - Easy purchasing of required goods by buyer is enabled in less time, since trouble generation during handling of goods is avoided by unifying goods name with form of goods.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of the electronic auction system. (Drawing includes non- English language text).

- buyer terminal (7)
- seller terminal (8)

pp; 10 DwgNo 1/2
Title Terms: GOODS; AUCTION; METHOD; VEGETABLE; COMPARE; BID; INFORMATION;
BUY ; GOODS; PURCHASE; INFORMATION; AFTER; JUDGEMENT; CORRESPOND; SUCCESS
; BID; INFORMATION; **BUY**
Derwent Class: T01
International Patent Class (Main): **G06F-017/60**
International Patent Class (Additional): G06F-019/00
File Segment: EPI

14/5/8 (Item 4 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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015515573
WPI Acc No: 2003-577720/200354
XRPX Acc No: N03-459161

On-line processing and appraising method for selling life insurance and annuities involves generating rating corresponding to proposal submitted by one of several product carriers for providing universal life insurance product

Patent Assignee: BROOKS J C (BROO-I); DE REGNAUCOURT F (DREG-I); FRENCH D A (FREN-I); GLACY A J (GLAC-I); KENDALL E O (KEND-I); KOHEN S R (KOE-I); RATNER C L (RATN-I); STEIN R W (STEI-I); EFFICIENT MARKETS CORP (EFFI-N)
Inventor: BROOKS J C; DE REGNAUCOURT F; FRENCH D A; GLACY A J; KENDALL E O; KOHEN S R; RATNER C L; STEIN R W; DEREGNAUCOURT F
Number of Countries: 101 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200360636	A2	20030724	WO 2002US40644	A	20021220	200354 B
US 20030191672	A1	20031009	US 200124585	A	20011221	200367

Priority Applications (No Type Date): US 200124585 A 20011221

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200360636 A2 E 77 G06F-000/00

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO RU SD SE SG SK SL TJ TM TN TR TT TZ UA UG US UZ VC VN YU ZA ZM ZW

Designated States (Regional): AT BE BG CH CY CZ DE DK EA EE ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SI SK SL SZ TR TZ UG ZM ZW

US 20030191672 A1 G06F-017/60

Abstract (Basic): WO 200360636 A2

NOVELTY - The method involves generating a **rating** corresponding to a proposal submitted by one of several product carriers (116) for providing a universal life insurance product. A bid solicitation for the universal life insurance product, prepared based on the received request and information about the party requesting the product, is transmitted to the product carriers when submitting the proposal.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

(a) the appraising system for life insurance and annuities; and
(b) the evaluation of an in-force universal life insurance product.
USE - Processing and appraising life insurance and annuities using computer-based value appraising system.

ADVANTAGE - Provides an on-line, real-time system for evaluating a

proposed life insurance or annuity product, an in-force life insurance or annuity **product** , and a **replacement** life insurance or annuity product. Provides a system that creates efficient product markets for the benefit of the life insurance industry and its customers. Provides a system that enables insurance companies and insurance distribution channels to better service their customers and to improved industry-wide profitability. Improves product pricing by pricing insurance products in an auction-style market. Evaluates current performance of an in-force life insurance or annuity product.

pp; 77 DwgNo 0/6

Title Terms: LINE; PROCESS; APPRAISE; METHOD; **SELL** ; LIFE; INSURANCE; GENERATE; **RATING** ; CORRESPOND; SUBMIT; ONE; PRODUCT; CARRY; UNIVERSAL; LIFE; INSURANCE; PRODUCT

Derwent Class: T01

International Patent Class (Main): G06F-000/00; **G06F-017/60**

File Segment: EPI

14/5/9 (Item 5 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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015357559 **Image available**

WPI Acc No: 2003-418497/200339

Related WPI Acc No: 2003-353873; 2003-418510; 2003-418518

XRPX Acc No: N03-333894

Secondary products **marketing method for online financial transactions , involves providing information about secondary product when inquiry about direct marketed product is accepted from customer**

Patent Assignee: KOGLER C W (KOGL-I); KOGLER J J (KOGL-I)

Inventor: KOGLER C W; KOGLER J J

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20030040963	A1	20030227	US 2001315279	P	20010827	200339 B
			US 2002355491	P	20020207	
			US 2002158426	A	20020529	

Priority Applications (No Type Date): US 2002158426 A 20020529; US

2001315279 P 20010827; US 2002355491 P 20020207

Patent Details:

Patent No	Kind	Ln	Pg	Main IPC	Filing Notes
US 20030040963	A1	16		G06F-017/60	Provisional application US 2001315279

Provisional application US 2002355491

Abstract (Basic): US 20030040963 A1

NOVELTY - An inquiry regarding the direct marketed product from the customer (120) is accepted and information regarding **secondary products** of the **secondary** marketer (110) is **offered** to the customer. The data relating to the order accepted customers is collected and provided to the secondary marketer for establishing customer connection.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is also included for direct marketer.

USE - For marketing **secondary products** such as credit card related to various online financial **transactions** through Internet.

ADVANTAGE - Reduces product acquisition cost of customers without creating consumer rights and consumer loyalty problems by maintaining reliable communication between customers and entities.

DESCRIPTION OF DRAWING(S) - The figure shows a block diagram of the marketing system employing **secondary product** marketing method.

secondary marketer (110)

customer (120)

pp; 16 DwgNo 1/5

Title Terms: SECONDARY; PRODUCT; MARKET; METHOD; FINANCIAL; **TRANSACTION** ;
INFORMATION; SECONDARY; PRODUCT; ENQUIRY; DIRECT; PRODUCT; ACCEPT;
CUSTOMER

Derwent Class: T01; T05

International Patent Class (Main): **G06F-017/60**

File Segment: EPI

14/5/10 (Item 6 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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015321413 **Image available**

WPI Acc No: 2003-382348/200336

Related WPI Acc No: 2003-504230

XRPX Acc No: N03-305462

On-line sale system has marketplace listing display component for product listings in electronic catalog with suggested selling price

Patent Assignee: BEZOS J P (BEZO-I); BLACKBURN J M (BLAC-I); DALZELL R L (DALZ-I); KOTAS P (KOTA-I); MOORE B C (MOOR-I); ROSEMAN N C (ROSE-I);
AMAZON.COM INC (AMAZ-N)

Inventor: BEZOS J P; BLACKBURN J M; DALZELL R L; KOTAS P; MOORE B C;
ROSEMAN N C

Number of Countries: 101 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200338560	A2	20030508	WO 2002US34853	A	20021030	200336 B
US 20030204449	A1	20031030	US 2001336409	P	20011031	200372
			US 2002351207	P	20020122	
			US 2002142655	A	20020509	

Priority Applications (No Type Date): US 2002142655 A 20020509; US

2001336409 P 20011031; US 2002351207 P 20020122

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200338560 A2 E 61 G06F-000/00

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA
CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN
IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ
OM PH PL PT RO RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG UZ VC VN YU
ZA ZM ZW

Designated States (Regional): AT BE BG CH CY CZ DE DK EA EE ES FI FR GB
GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SK SL SZ TR TZ UG ZM ZW

US 20030204449 A1 G06F-017/60 Provisional application US 2001336409

Provisional application US 2002351207

Abstract (Basic): WO 200338560 A2

NOVELTY - System comprises an electronic catalog of products, that can be browsed and a purchase history tracking component, and a marketplace listing creation component enabling the user to select a previously purchased product unit to re- **sell** or list it without supplying a description. A marketplace listing display component displays pending marketplace product listings, suggests a **selling** price and the display is a web form in an e-mail sent to the user

enabling the user to select **multiple products** to list for sale. The user can browse to a description of the product and then select a listing option.

DETAILED DESCRIPTION - There are INDEPENDENT CLAIMS for:

- (1) A method of listing a product unit for sale in an online marketplace system supporting user-to-user sales
- (2) A computer system for listing product units for sale
- (3) A method of facilitating user creation of online listings for **selling** items to other users

USE - System is for allowing users to place items for sale, locate items **offered** by others and perform related actions within an electronic marketplace.

ADVANTAGE - System does not require the seller to supply a complete description of the item so listings can be added more rapidly and efficiently, and the risk of users miss-identifying products is reduced.

DESCRIPTION OF DRAWING(S) - The figure shows a an example purchase history page.

pp; 61 DwgNo 4a/10

Title Terms: LINE; SALE; SYSTEM; LIST; DISPLAY; COMPONENT; PRODUCT;

ELECTRONIC; CATALOGUE; **SELL** ; PRICE

Derwent Class: T01; T05

International Patent Class (Main): G06F-000/00; **G06F-017/60**

File Segment: EPI

14/5/11 (Item 7 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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015268198 **Image available**

WPI Acc No: 2003-329127/200331

XRPX Acc No: N03-263263

Alternative **financial product identification method involves calculating investment amount at end of term, based on investment of payment difference in selected investment option**

Patent Assignee: MILLS T J (MILL-I)

Inventor: MILLS T J

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020198820	A1	20021226	US 2001886537	A	20010621	200331 B

Priority Applications (No Type Date): US 2001886537 A 20010621

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20020198820	A1		15	G06F-017/60	

Abstract (Basic): US 20020198820 A1

NOVELTY - A payment difference including recurring payment difference, is calculated between loan and lease for an item. An investment option having an expected **rate** of return is selected. Investment amount is calculated at the end of the term, based on the investment of payment difference in the selected investment option.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

- (1) alternative financing method;
- (2) item purchasing method;
- (3) **alternative financial product** identification apparatus;
- (4) alternative financial technique implementing apparatus;

- (5) **alternative financial product** application evaluation system;
(6) computer program product storing instructions for identifying **alternative financial product** ;
(7) item purchasing system; and
(8) **alternative financial product** identification system.

USE - For evaluating **transaction** for potential lease between sellers such as vehicle dealers e.g. for cars and trucks, financial institution, and buyers.

ADVANTAGE - Provides efficient financing techniques that allows a buyer to automatically create a fund that is designed to be used to pay off the residual value of the item at the end of the lease, if the buyer decides to purchase the vehicle.

DESCRIPTION OF DRAWING(S) - The figure shows a flow diagram explaining the process for evaluating a **transaction** for potential lease layout.

pp; 15 DwgNo 1/6

Title Terms: ALTERNATIVE; FINANCIAL; PRODUCT; IDENTIFY; METHOD; CALCULATE; INVESTMENT; AMOUNT; END; TERM; BASED; INVESTMENT; PAY; DIFFER; SELECT; INVESTMENT; OPTION

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

14/5/12 (Item 8 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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015250870 **Image available**

WPI Acc No: 2003-311796/200330

XRPX Acc No: N03-248250

Product brokerage transaction processing system records transaction execution details of integrated product in transaction log based on which commission is calculated

Patent Assignee: HITACHI LTD (HITA)

Inventor: KITAGAWA M; KOBAYASHI S; TOKUNAGA T

Number of Countries: 002 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020198807	A1	20021226	US 2002179575	A	20020624	200330 B
JP 2003006440	A	20030110	JP 2001192208	A	20010626	200330

Priority Applications (No Type Date): JP 2001192208 A 20010626

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20020198807	A1		30	G06F-017/60	
JP 2003006440	A		22	G06F-017/60	

Abstract (Basic): US 20020198807 A1

NOVELTY - A **transaction** execution control section (112) executes **transaction** for integrated product selected by one of the end-users (102a,102b) based on contract details for financial products composing the integrated product and records **transaction** execution details in a **transaction** log (113). A commission settlement management section (114) calculates commission based on the contents of the **transaction** log.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

- (1) product brokerage **transaction** processing method; and

(2) product brokerage **transaction** processing program.
USE - Product brokerage **transaction** processing system for
mediating financial product **offered** by financial institution.
ADVANTAGE - The users can readily utilize **transactions** of
financial **product** across **multiple** financial institution.
DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of
product brokerage **transaction** processing system.
end-users (102a,102b)
transaction execution control section (112)
transaction log (113)
commission settlement management section (114)
pp; 30 DwgNo 1/17

Title Terms: PRODUCT; **TRANSACTION** ; PROCESS; SYSTEM; RECORD; **TRANSACTION**
; EXECUTE; DETAIL; INTEGRATE; PRODUCT; **TRANSACTION** ; LOG; BASED;
COMMISSION; CALCULATE
Derwent Class: T01
International Patent Class (Main): **G06F-017/60**
File Segment: EPI

14/5/13 (Item 9 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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015178385 **Image available**
WPI Acc No: 2003-238915/200323
XRPX Acc No: N03-190417

**E-commerce transaction negotiation method involves consummating
transaction for sale of selected good with incentive when agreement for
sale of selective goods is reached**

Patent Assignee: INT BUSINESS MACHINES CORP (IBM)
Inventor: MCAULIFFE K P; SZABO R M; TOOHEY J J
Number of Countries: 001 Number of Patents: 001
Patent Family:
Patent No Kind Date Applicat No Kind Date Week
US 20030004898 A1 20030102 US 2001897226 A 20010702 200323 B

Priority Applications (No Type Date): US 2001897226 A 20010702

Patent Details:
Patent No Kind Lan Pg Main IPC Filing Notes
US 20030004898 A1 13 G06F-017/60

Abstract (Basic): US 20030004898 A1

NOVELTY - The information about a merchant business objective (MBO)
and customer privacy rules (CPR) are retrieved corresponding to
proposed exchange of customer information. The retrieved information
are compared to determine whether an agreement is reached for sale of
selective goods with an incentive and accordingly e-commerce
transaction is consummated for the sale of selected goods.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the
following:

(1) merchant business objective configuration method;
(2) consumer privacy rules configuration method;
(3) e-commerce **transaction** privacy negotiation system; and
(4) computer-readable medium storing e-commerce **transaction**
consummating program.

USE - For negotiating e-commerce **transaction** for sale of selected
goods.

ADVANTAGE - Enables the consumer and the merchant to modify the
terms of the **transaction** based on the private consumer information.

Enables the merchant to **offer** an incentive such as a money or other cash equivalent, as well as **additional goods** to the consumer in exchange for the particular items of consumer information.

DESCRIPTION OF DRAWING(S) - The figure shows the schematic block diagram of the privacy negotiation system.

pp; 13 DwgNo 2/4

Title Terms: **TRANSACTION** ; NEGOTIATE; METHOD; **TRANSACTION** ; SALE; SELECT; AGREE; SALE; SELECT; GOODS; REACH

Derwent Class: T01

International Patent Class (Main): **G06F-017/60**

International Patent Class (Additional): H04K-001/00; H04L-009/00

File Segment: EPI

14/5/14 (Item 10 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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015160197

WPI Acc No: 2003-220725/200321

XRPX Acc No: N03-176139

Enticement offering method in electronic commerce system, involves consulting enticement rules for determining enticement upon detection of items in electronic shopping cart

Patent Assignee: INT BUSINESS MACHINES CORP (IBMC)

Inventor: MCAULIFFE K P; SZABO R M; TOOHEY J J

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20030004798	A1	20030102	US 2001897694	A	20010702	200321 B

Priority Applications (No Type Date): US 2001897694 A 20010702

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

US 20030004798 A1 13 G06F-017/60

Abstract (Basic): US 20030004798 A1

NOVELTY - The enticement providing a consumer with **buying** opportunity relating to an item associated with selected item, is determined by consulting enticement rules upon identification of items in electronic shopping cart.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is included for machine-readable storage storing enticement **offering** program.

USE - For **offering** enticements to consumers to stimulate after placing item e.g. audio, video, multimedia content in electronic commerce system.

ADVANTAGE - The enticements provide consumers with opportunity to **buy additional** items which can be complementary to the items being purchased.

pp; 13 DwgNo 0/4

Title Terms: **OFFER** ; METHOD; ELECTRONIC; SYSTEM; RULE; DETERMINE; DETECT; ITEM; ELECTRONIC; SHOPPING; CART

Derwent Class: T01; T05; W01

International Patent Class (Main): **G06F-017/60**

File Segment: EPI

14/5/15 (Item 11 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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015105639 **Image available**
WPI Acc No: 2003-166156/200316
XRPX Acc No: N03-131229

**Goods/service price adjustment method through Internet, involves
indicating subsidy offer including qualifying action associated with
price adjustment to determine final price of product**

Patent Assignee: BEMER K (BEME-I); BOOTH L A (BOOT-I); FINCHAM M M (FINC-I)
; FRIESEN S T (FRIE-I); NICOULIN E (NICO-I); POLAD M K (POLA-I); SUAREZ J
A (SUAR-I); TULLEY S C (TULL-I); WALKER J S (WALK-I)

Inventor: BEMER K; BOOTH L A; FINCHAM M M; FRIESEN S T; NICOULIN E; POLAD M
K; SUAREZ J A; TULLEY S C; WALKER J S

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020165771	A1	20021107	US 2001850328	A	20010507	200316 B

Priority Applications (No Type Date): US 2001850328 A 20010507

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20020165771	A1		32	G06F-017/60	

Abstract (Basic): US 20020165771 A1

NOVELTY - The indications of **multiple products** with an initial price and available price adjustment are provided. A subsidy **offer** including a qualifying action, that is associated with the price adjustment, is indicated based on which the final price of the product is determined.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

- (1) Product price adjustment system;
- (2) Computer readable medium storing product price adjustment program;
- (3) Product price adjustment apparatus;
- (4) Method for allowing third party to subsidize available item price; and
- (5) Article of manufacture comprising computer readable medium storing product price adjustment program.

USE - For adjusting price of goods and services **offered** by merchant e.g. restaurant to customers, using computer system, PDA, telephone, workstation, vending machine, kiosk, web-enabled device, palm top computer, etc., connected to network such as Internet, LAN, WAN, data communication network, intranet, routers, satellite network, microwave network, radio network, etc.

ADVANTAGE - Enables merchant to **sell** the products to different customers at different prices and to adjust the prices of the products sold or **offered** for sale on a customer-by-customer basis.

DESCRIPTION OF DRAWING(S) - The figure shows a flowchart of the product price adjustment process.

pp: 32 DwgNo 1/12

Title Terms: GOODS; SERVICE; PRICE; ADJUST; METHOD; THROUGH; INDICATE;
OFFER ; QUALIFY; ACTION; ASSOCIATE; PRICE; ADJUST; DETERMINE; FINAL;
PRICE; PRODUCT

Derwent Class: T01; T05; W01

International Patent Class (Main): **G06F-017/60**

File Segment: EPI

14/5/16 (Item 12 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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015087374 **Image available**
WPI Acc No: 2003-147892/200314
XRPX Acc No: N03-116837

Global electronic commerce system provides marketing information in multiple language and locale versions through interactive web page forms on referral websites that serve buyers

Patent Assignee: HORN M (HORN-I); MANAUGH T S (MANA-I)

Inventor: HORN M; MANAUGH T S

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020156688	A1	20021024	US 2001788853	A	20010221	200314 B

Priority Applications (No Type Date): US 2001788853 A 20010221

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
US 20020156688	A1	45	G06F-017/60	

Abstract (Basic): US 20020156688 A1

NOVELTY - A central relational database stores marketing information from manufacturers around the world about **products**, in **multiple** language and locale versions. The marketing information is **offered** through interactive web page forms on referral websites serving buyers in various locales. In response to request for a product from a buyer, the product is delivered after collecting corresponding payment.

USE - Global electronic commerce system.

ADVANTAGE - Enables the manufacturers around the world to deliver products and dynamically current marketing information to buyers around the world from a single, integrated, international system that overcomes barriers arising from differences in languages, customs and nationalities, by automatically and transparently adjusting for buyer's locales. Allows the buyers to quickly and conveniently select desired products from a multitude of manufacturers whose products can be viewed at a single point global store. Enhances the profitability of global trade for manufacturers as significant efficiencies are realized. Allows the manufacturers to avoid daunting complexities from attempting to develop and maintain multiple standalone systems of international trade.

DESCRIPTION OF DRAWING(S) - The figure shows the flowchart illustrating the sequence of operations followed by the global store to provide information and products from manufacturers to buyers.

pp; 45 DwgNo 2/2

Title Terms: GLOBE; ELECTRONIC; SYSTEM; MARKET; INFORMATION; MULTIPLE; LANGUAGE; VERSION; THROUGH; INTERACT; WEB; PAGE; FORM; SERVE; **BUY**

Derwent Class: T01

International Patent Class (Main): **G06F-017/60**

File Segment: EPI

14/5/17 (Item 13 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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014968638 **Image available**

WPI Acc No: 2003-029152/200302

XRPX Acc No: N03-022990

Used goods value recapturing e.g. for schools, involves selling right from actual seller to virtual seller, to market and sell used goods

over internet exchange portal to identified actual buyer

Patent Assignee: ABHYANKER R (ABHY-I)

Inventor: ABHYANKER R

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020133416	A1	20020919	US 2001809543	A	20010314	200302 B

Priority Applications (No Type Date): US 2001809543 A 20010314

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20020133416	A1		19	G06F-017/60	

Abstract (Basic): US 20020133416 A1

NOVELTY - Used goods owned by an actual seller are **offered** for sale over an internet exchange portal. The right to market the used goods is sold to a virtual seller. The used goods are marketed over the portal under the direction of the virtual seller and sold to the identified actual buyer.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

(1) Computer-usable medium storing computer program code for performing used goods value recapturing; and

(2) Used goods value recapturing system.

USE - For recapturing the value of used goods for use in schools, universities and governments which are constantly in need of upgrading their technology infrastructure. Also used in any industry or field involved with microprocessors, medical equipment, manufacturing equipment, telecommunication, defense, general and contract manufacturing, retail and government distribution, pharmaceutical, vehicular, software, aerospace, industrial equipment.

ADVANTAGE - Manufacturers who **sell** directly to their strategic accounts, are given more direct role in ridding their strategic account customers of obsolete goods. Hence, a supply chain lane for the manufacturers to **sell** the strategic account customer updated **replacement goods** is cleared and the actual seller can obtain maximum value.

DESCRIPTION OF DRAWING(S) - The figure shows a flowchart explaining the used goods value recapturing procedure.

pp; 19 DwgNo 4/8

Title Terms: GOODS; VALUE; SCHOOL; **SELL** ; RIGHT; ACTUAL; VIRTUAL; MARKET; **SELL** ; GOODS; EXCHANGE; PORTAL; IDENTIFY; ACTUAL; **BUY**

Derwent Class: T01

International Patent Class (Main): **G06F-017/60**

File Segment: EPI

14/5/18 (Item 14 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014930161 **Image available**

WPI Acc No: 2002-750870/200281

XRPX Acc No: N02-591335

Assets assigning method for financial transaction , involves exchanging quantity of asset type assigned to pending offer , between two counter parties for settlement of transaction

Patent Assignee: SACERDOTE A (SACE-I); SACERDOTE J (SACE-I); WIENER J (WIEN-I); ESPEED INC (ESPE-N)

Inventor: SACERDOTE A; SACERDOTE J; WIENER J

Number of Countries: 100 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200286672	A2	20021031	WO 2002US12648	A	20020419	200281 B
US 20030163405	A1	20030828	US 2001284953	P	20010419	200357
			US 2002127226	A	20020419	

Priority Applications (No Type Date): US 2001284953 P 20010419; US 2002127226 A 20020419

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200286672	A2	E	91	G06F-000/00	
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Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG UZ VN YU ZA ZM ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZM ZW

US 20030163405	A1		G06F-017/60	Provisional application US 2001284953
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Abstract (Basic): WO 200286672 A2

NOVELTY - An asset type and the quantity of the asset type are electronically selected for a pending **offer** from a counter party. The type and quantity are assigned to the pending **offer** to complete a **transaction**. The assigned quantity of the asset type is exchanged with **another** counter **party** for settlement of **transaction**.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

- (1) Default assets assigning method;
- (2) Default asset assigning system;
- (3) Financial **transaction** performing method;
- (4) Financial **transaction** performing system; and
- (5) Assets assigning system.

USE - For assigning and tracking assets and post trade attributes to pending **offer** for financial **transaction**.

ADVANTAGE - Enables linking the **transaction** created at point of purchase/sale, with the actual exchange of assets and liabilities of the **transaction** for keeping records and audits in regards to the **transaction** agreement. Allows for less human assistance and full automation of assets assignment process and, thereby achieves lower cost for operating asset and liability assignment and tracking system.

DESCRIPTION OF DRAWING(S) - The figure illustrates a collateral information dialog box.

pp; 91 DwgNo 7/26

Title Terms: ASSIGN; METHOD; FINANCIAL; **TRANSACTION**; EXCHANGE; QUANTITY; TYPE; ASSIGN; PENDING; **OFFER**; TWO; COUNTER; PARTY; SETTLE; **TRANSACTION**

Derwent Class: T01

International Patent Class (Main): G06F-000/00; **G06F-017/60**

File Segment: EPI

14/5/19 (Item 15 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014896122 **Image available**

WPI Acc No: 2002-716828/200278

XRPX Acc No: N02-565578

**Goods information estimation method for commercial transaction ,
involves calculating expected selling prices and target estimated value
and recalculating for correcting errors in calculation**

Patent Assignee: GE MEDICAL SYSTEMS GLOBAL TECHNOLOGY CO (GENE)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2002259524	A	20020913	JP 200146862	A	20010222	200278 B

Priority Applications (No Type Date): JP 200146862 A 20010222

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2002259524	A		25	G06F-017/60	

Abstract (Basic): JP 2002259524 A

NOVELTY - A list of **multiple goods** are displayed along with the corresponding unit prices, expected **selling** prices, estimated value and discount **rate** . A trial calculation consisting of a target estimated value, expected **selling** price sum and gross margin is displayed. The goods data and the corresponding amounts are recalculated and displayed.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

- (1) Goods information estimator; and
- (2) Goods information estimation program.

USE - For commercial **transactions** .

ADVANTAGE - Accurately estimates the goods prices, by trial calculation and recalculation.

DESCRIPTION OF DRAWING(S) - The figure shows the schematic view of operation screen. (Drawing includes non-English language text).

pp; 25 DwgNo 10/28

Title Terms: GOODS; INFORMATION; ESTIMATE; METHOD; COMMERCIAL; **TRANSACTION**
; CALCULATE; **SELL** ; PRICE; TARGET; ESTIMATE; VALUE; CORRECT; ERROR;
CALCULATE

Derwent Class: T01

International Patent Class (Main): **G06F-017/60**

File Segment: EPI

14/5/20 (Item 16 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014769447

WPI Acc No: 2002-590151/200263

XRPX Acc No: N02-468378

**Intellectual property auctioning method involves transmitting license
type information and bid amount information received from bidder to owner
of intellectual property while with holding registration information**

Patent Assignee: BAKER R A (BAKE-I); JARMOLOWICZ E S (JARM-I); MARBACH A
(MARB-I)

Inventor: BAKER R A; JARMOLOWICZ E S; MARBACH A

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020082973	A1	20020627	US 2000749198	A	20001227	200263 B

Priority Applications (No Type Date): US 2000749198 A 20001227

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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US 20020082973 A1 21 G06F-017/60

Abstract (Basic): US 20020082973 A1

NOVELTY - The bid information containing registration information, license type information and bid amount information are received from a bidder. The received license type information and the bid amount information are forwarded to the owner of an intellectual property while with holding the registration information until the auction is completed.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

(1) Computer readable medium stored with an auctioning program for intellectual property; and

(2) Intellectual property auctioning system.

USE - Intellectual property auctioning method.

ADVANTAGE - Auctions intellectual property among and between industry competitors. Maintains bidder confidentiality beyond the termination of the auction process, except for the successful bidder. Enables a bidder to place multiple bids against same intellectual property under different license type conditions based on business use and field of use. Maximizes the revenue on a piece of intellectual property for the intellectual property owner. Enhances competitors participation by providing a secure bidding environment and by creating **multiple product offerings** of same intellectual property. Reduces **transaction** time and cost while giving the buyer a confidence that the purchase price represents the market value of the property. Enables to market intellectual property to a targeted audience of competitors without exposing their competitive interest during negotiations.

pp; 21 DwgNo 0/10

Title Terms: INTELLIGENCE; PROPERTIES; METHOD; TRANSMIT; LICENCE; TYPE; INFORMATION; BID; AMOUNT; INFORMATION; RECEIVE; OWNER; INTELLIGENCE; PROPERTIES; HOLD; REGISTER; INFORMATION

Derwent Class: T01; T05

International Patent Class (Main): G06F-017/60

File Segment: EPI

14/5/21 (Item 17 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014716161 **Image available**

WPI Acc No: 2002-536865/200257

XRPX Acc No: N02-425186

Creature data editing and selling apparatus edits computer graphics character along with data item that gives additional features, to generate product data item

Patent Assignee: PIONEER CORP (PIOE); PIONEER ELECTRONIC CORP (PIOE)

Inventor: NAGANO T; YOSHII J

Number of Countries: 029 Number of Patents: 004

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020065747	A1	20020530	US 2001991114	A	20011113	200257 B
JP 2002169970	A	20020614	JP 2000364742	A	20001130	200257
CN 1355498	A	20020626	CN 2001138551	A	20011116	200263
EP 1249777	A2	20021016	EP 2001309593	A	20011114	200276

Priority Applications (No Type Date): JP 2000364742 A 20001130

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

US 20020065747 A1 14 G06F-017/60

Bode Akintola12-Nov-03

JP 2002169970 A 14 G06F-017/60
CN 1355498 A G06F-017/60
EP 1249777 A2 E G06F-017/60

Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT
LI LT LU LV MC MK NL PT RO SE SI TR

Abstract (Basic): US 20020065747 A1

NOVELTY - A creature data registering device (10a) registers a computer graphics (CG) character data and an editing material data registering device registers an editing material data for giving additional features to the CG character data editing device (10b) edits the registered created data in combination with editing data item to generate a product data item. An information transfer unit (10c) presents generated product data item on a web page.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is included for creature data editing and **selling** method.

USE - For editing computer graphics character on pages of multimedia supporting world wide web, for business.

ADVANTAGE - Allows graphics creator's to make their works sold to public easily on one hand and allows clients to be furnished with creator's work at reasonable cost and within reasonable period. Since the product data is generated from the CG character and the editing material for the CG character, a greater number of editing combination can be **offered**.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram illustrating the configuration of the data editing and **selling** system.

Creature data registering device (10a)
CG character data editing device (10b)
Information transfer unit (10c)
pp; 14 DwgNo 1/5

Title Terms: CREATURE; DATA; EDIT; **SELL**; APPARATUS; EDIT; COMPUTER;
GRAPHIC; CHARACTER; DATA; ITEM; ADD; FEATURE; GENERATE; PRODUCT; DATA;
ITEM

Derwent Class: T01

International Patent Class (Main): **G06F-017/60**

International Patent Class (Additional): G06F-017/24; G06T-001/00

File Segment: EPI

14/5/22 (Item 18 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014659654 **Image available**

WPI Acc No: 2002-480358/200251

XRPX Acc No: N02-379374

Transfer of asset ownership using a probabilistic model e.g. for Internet, where probabilistic model is implemented by a raffle system that facilitates the transfer of ownership in any asset

Patent Assignee: PELLEGRINI D (PELL-I)

Inventor: PELLEGRINI D

Number of Countries: 098 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200248941	A1	20020620	WO 2001US47821	A	20011214	200251 B
US 20020077982	A1	20020620	US 2000736134	A	20001215	200251
AU 200228987	A	20020624	AU 200228987	A	20011214	200267

Priority Applications (No Type Date): US 2000736134 A 20001215

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200248941 A1 E 25 G06F-017/60

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA
CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN
IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ
PH PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZM ZW

US 20020077982 A1 G06F-017/60

AU 200228987 A G06F-017/60 Based on patent WO 200248941

Abstract (Basic): WO 200248941 A1

NOVELTY - Method for transferring ownership of assets to participants over a network, where the participants interface with the network using wired or wireless devices, comprises: issuing redeemable tokens having defined redemption values to participants over the network, where each issued redeemable token is associated with a participant; probabilistically selecting a redeemable token, when redemption value of the issued redeemable tokens reaches a collective token value; and transferring an ownership right to an asset to a participant who is associated with a selected redeemable token.

DETAILED DESCRIPTION - INDEPENDENT CLAIM included for the following: system for transferring ownership

USE - For Internet.

ADVANTAGE - Facilitates the transfer of ownership in any asset. Provides a forum for consumer goods companies to **sell** their products. As such, the present invention presents these companies with an alternative distribution channel. This would be attractive to companies with excess inventory. **Offers** users the opportunity to browse through categories of items in which they may enter into a raffle to win the item. The system can then **offer** the participants who did not win the raffle **item** **another** online destination to find the raffled item, for example by issuing a coupon that may identify the user. In this way, the present invention can be used as a category portal, with an e-commerce infrastructure to track participants, viewing patterns, and online purchases.

DESCRIPTION OF DRAWING(S) - The diagram shows the system network (12)
wired or wireless devices (14)
WAP server (26)
pp; 25 DwgNo 1/4

Title Terms: TRANSFER; PROBABILITY; MODEL; PROBABILITY; MODEL; IMPLEMENT; SYSTEM; FACILITATE; TRANSFER

Derwent Class: T01; W01

International Patent Class (Main): G06F-017/60

File Segment: EPI

14/5/23 (Item 19 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014651329 **Image available**

WPI Acc No: 2002-472033/200250

XRPX Acc No: N02-372585

Bulk purchase business e.g. for Internet, where a business can initiate a bulk purchase contract and allow other businesses or consumers to ride on the same contract

Patent Assignee: CESMA INT PTE LTD (CESM-N)

Inventor: LEE S; YEO W T

Number of Countries: 097 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200248937	A1	20020620	WO 2001SG252	A	20011213	200250 B
AU 200222888	A	20020624	AU 200222888	A	20011213	200267

Priority Applications (No Type Date): SG 20007448 A 20001216

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200248937 A1 E 20 G06F-017/60

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA
CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN
IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ
PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZM ZW

AU 200222888 A G06F-017/60 Based on patent WO 200248937

Abstract (Basic): WO 200248937 A1

NOVELTY - The method employs Internet technology as a communication channel to reach businesses, consumers, buyers and sellers. This potentially increases the purchase quantity. As a result, the business can obtain a better bulk price and it can also obtain a revenue stream from sales to other entities. The bulk purchase system provides the tools for the creation of the **tender**, bidding, awarding, **selling** of the same goods and services to other business or consumers, management of the buyers and sellers, the validity period of the contract, and the limit on the optional quantities that can be purchased.

DETAILED DESCRIPTION - INDEPENDENT CLAIM included for the following: system of bulk purchase

USE - For Internet.

ADVANTAGE - It allows businesses to obtain better prices for their bulk purchases of goods in view of the potentially larger quantities ordered. It permits consumers and smaller business entities to ride on the bulk purchase contract awarded by larger businesses. It enables suppliers to increase the quantity of goods and services sold. It provides a potential other source of income through the sale of **additional goods** and services to other businesses or consumers. It is flexible and allows businesses to decide on the quantity that other users and, or consumers can purchase. It manages the bidding process and keeps track of the quantities actually purchased.

DESCRIPTION OF DRAWING(S) - The block diagram shows the bulk purchase system

user management module (12)

trader management module (14)

pp; 20 DwgNo 1/2

Title Terms: BULK; PURCHASE; BUSINESS; BUSINESS; CAN; INITIATE; BULK;

PURCHASE; CONTRACT; ALLOW; BUSINESS; CONSUME; RIDE; CONTRACT

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

14/5/24 (Item 20 from file: 350)

DIALOG(R) File 350: Derwent WPIX

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014631934 **Image available**

WPI Acc No: 2002-452638/200248

Insurance service system and method for managing spare parts using

Bode Akintola12-Nov-03

internet

Patent Assignee: KIM T S (KIMT-I)

Inventor: KIM T S

Number of Countries: 001 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
KR 2002003697	A	20020115	KR 200035613	A	20000627	200248 B
KR 385097	B	20030522	KR 200035613	A	20000627	200360

Priority Applications (No Type Date): KR 200035613 A 20000627

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
KR 2002003697	A	1	G06F-017/60	
KR 385097	B		G06F-017/60	Previous Publ. patent KR 2002003697

Abstract (Basic): KR 2002003697 A

NOVELTY - An insurance service system for managing **spare parts** using the Internet and a method for operating the system are provided to decrease a load for **buying spare parts** of many companies in economical and management aspects.

DETAILED DESCRIPTION - At least one client company(100) receives a **spare parts** management insurance service. A maintenance center(200) performs all-inclusive businesses for supplying an Internet **spare parts** management insurance service to a client company(100). A **spare parts** manufacturing/supplying company or a member store(300) is linked with the maintenance center(200) for supplying **spare parts** to the client company(100). A maintenance company(400) is linked with the maintenance center(200) for supplying a maintenance service of **spare parts** to the client company(100). The client company(100) concludes a contract in accordance with calculated guaranty money by applying premium **rates** consulted with the maintenance center(200), and requests a supply of **spare parts** to the maintenance center(200) manually or automatically through the Internet in case that a supply or a maintenance of **spare parts** is necessary. The client company(100) receives an effect for maintaining the total **spare parts** by depositing a partial portion of total **spare parts** cost as guaranty money.

pp; 1 DwgNo 1/10

Title Terms: INSURANCE; SERVICE; SYSTEM; METHOD; MANAGE; SPARE; PART

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

14/5/25 (Item 21 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014613961 **Image available**

WPI Acc No: 2002-434665/200246

Related WPI Acc No: 1998-532192; 1999-190705; 1999-204853; 1999-204854;

1999-204855; 2000-053611; 2000-053613; 2000-328274; 2000-610539;

2001-181019; 2002-096655; 2002-215721; 2002-237036; 2002-582966;

2002-698146; 2003-075336; 2003-656976

IRPX Acc No: N02-342169

Supplementary product sale method for fast food restaurant, involves providing offer to exchange purchased item and corresponding upsell determined from database, for rounded price

Patent Assignee: ALDERUCCI D P (ALDE-I); VAN LUCHENE A S (VLUC-I)

Inventor: ALDERUCCI D P; VAN LUCHENE A S

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020046124	A1	20020418	US 97822709	A	19970321	200246 B
			US 97920116	A	19970826	
			US 9845347	A	19980320	
			US 2001933588	A	20010821	

Priority Applications (No Type Date): US 2001933588 A 20010821; US 97822709 A 19970321; US 97920116 A 19970826; US 9845347 A 19980320

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20020046124	A1		23	G06F-017/60	CIP of application US 97822709
					CIP of application US 97920116
					CIP of application US 9845347

Abstract (Basic): US 20020046124 A1

NOVELTY - An upsell corresponding to a purchased item is determined by accessing a database. A rounded price for the item and the upsell is determined to provide an **offer** for exchanging the item and the upsell for the rounded price.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

- (1) Supplementary product sale apparatus;
- (2) Supplementary product sale system;
- (3) Supplementary product determining method;
- (4) Data generating method for **supplemental product offer** ;

and

- (5) Computer-readable medium storing supplementary product record.

USE - For **selling** supplementary products with main product in fast food restaurant, quick service restaurant, etc.

ADVANTAGE - The manager is enabled to make centralized decision and control items being **offered** as upsells by having the multiple point-of-sales terminals throughout the restaurant.

DESCRIPTION OF DRAWING(S) - The figure shows a flow chart illustrating method for providing supplementary product sale at a POS terminal.

pp; 23 DwgNo 9/10

Title Terms: SUPPLEMENTARY; PRODUCT; SALE; METHOD; FAST; FOOD; RESTAURANT; **OFFER** ; EXCHANGE; PURCHASE; ITEM; CORRESPOND; DETERMINE; DATABASE; ROUND; PRICE

Derwent Class: T01; T05

International Patent Class (Main): **G06F-017/60**

File Segment: EPI

14/5/26 (Item 22 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014568058 **Image available**

WPI Acc No: 2002-388761/200242

XRPX Acc No: N02-304732

Multiproduct auction at separate location/site conducted over internet, is coordinated by centralized auction manager accessed by several individual bidders

Patent Assignee: SUMITOMO CEMENT CO LTD (SUMD)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
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JP 2002083171 A 20020322 JP 2000269925 A 20000906 200242 B

Priority Applications (No Type Date): JP 2000269925 A 20000906

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2002083171	A		33	G06F-017/60	

Abstract (Basic): JP 2002083171 A

NOVELTY - Individual bidders through their terminals (11), participate in net-based auctions where variety of products/services are **offered** through several servers (31A-31C). Each of these individual servers **offers** inturn several of such products (A1,A2,...,B1,B2,...) and all bids for any of these items are exclusively channeled through the centralized auction manager (21) that oversees and helps to finalize the bid related **transactions**.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

- (1) Bid management device; and
- (2) Bid processing method

USE - Auctions over the internet where a **multiplicity** products /services are **offered**, often involving two-way bargains, are gaining currency.

ADVANTAGE - The streamlined auction procedure is simple to operate and prevents clash of bids e.g. double claims over single item.

DESCRIPTION OF DRAWING(S) - The figure shows the outline of networked configuration of individual terminals. (Drawing includes non-English language text).

Terminals (11)

Centralized auction manager (21)

Servers (31A-31C)

Products (A1,A2,B1,B2)

pp; 33 DwgNo 1/26

Title Terms: AUCTION; SEPARATE; LOCATE; SITE; CONDUCTING; COORDINATE;

CENTRE; AUCTION; MANAGE; ACCESS; INDIVIDUAL

Derwent Class: T01

International Patent Class (Main): **G06F-017/60**

International Patent Class (Additional): G06F-017/30

File Segment: EPI

14/5/27 (Item 23 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014412841 **Image available**

WPI Acc No: 2002-233544/200229

XRPX Acc No: N02-179929

Network-based combination selling system has sales management server which provides offer for purchasing additional goods at discount price, when order is received for goods having price more than fixed limit

Patent Assignee: OGATA T (OGAT-I)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2002056231	A	20020220	JP 2001116861	A	20010416	200229 B

Priority Applications (No Type Date): JP 2001116861 A 20010416

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2002056231	A				

JP 2002056231 A 8 G06F-017/60

Abstract (Basic): JP 2002056231 A

NOVELTY - A sales management server (4) determines the price of the consignment goods/service, for which the order is received from a customer terminal (1). The server provides **offer** for purchasing **additional goods** /services at a discount price, when the determined price of the goods/services, is more than a fixed limit.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (a) A combination **selling** method;
 - (b) A program for combination **selling** system
- USE - Combination **selling** method.

ADVANTAGE - Promotes purchasing desire of customer by providing a combination sales package and by reducing mailing cost.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of network-based combination **selling** system. (Drawing includes non-English language text).

Customer terminal (1)
Sales management server (4)
pp; 8 DwgNo 1/12

Title Terms: NETWORK; BASED; COMBINATION; **SELL** ; SYSTEM; SALE; MANAGEMENT; SERVE; **OFFER** ; PURCHASE; ADD; GOODS; DISCOUNT; PRICE; ORDER; RECEIVE; GOODS; PRICE; MORE; FIX; LIMIT

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

14/5/28 (Item 24 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014311652 **Image available**

WPI Acc No: 2002-132354/200218

XRPX Acc No: N02-099860

Electronic commerce conduction method involves selecting particular item based on client choice and notifying selected item to another client

Patent Assignee: HEWLETT-PACKARD CO (HEWP)

Inventor: WILSON M R

Number of Countries: 027 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
EP 1170690	A1	20020109	EP 2001305314	A	20010619	200218 B
JP 2002041898	A	20020208	JP 2001183075	A	20010618	200227

Priority Applications (No Type Date): US 2000611190 A 20000706

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

EP 1170690 A1 E 24 G06F-017/60

Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT LI LT LU LV MC MK NL PT RO SE SI TR

JP 2002041898 A 15 G06F-017/60

Abstract (Basic): EP 1170690 A1

NOVELTY - The information regarding items **offered** by a vendor is transmitted from a server to a client through a data network. A particular item is selected in accordance with a choice made by the client. The server notifies the selected **item** to **another** client.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is also included for electronic commerce conduction apparatus.

USE - For facilitating commercial **transaction** between several individuals, using Internet.

ADVANTAGE - Details regarding on-line **transaction** can be shared with other parties interested in the **transaction**, easily. Goods are purchased from a mass merchandiser, and services of service providers such as airlines, ticket agencies, restaurants are utilized efficiently. Purchase manager can review purchases made by his associates prior to the completion of **transaction**, controlling cost and preventing data loss.

DESCRIPTION OF DRAWING(S) - The figure shows the flowchart explaining the e-commerce conduction method.

pp; 24 DwgNo 2/11

Title Terms: ELECTRONIC; CONDUCTING; METHOD; SELECT; ITEM; BASED; CLIENT; CHOICE; NOTIFICATION; SELECT; ITEM; CLIENT

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

14/5/29 (Item 25 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014293928 **Image available**

WPI Acc No: 2002-114630/200215

XRPX Acc No: N02-085394

Trade activity monitoring method for use in mutual funds trading systems, gathers real-time information about orders offered by a party and placed through a trading platform operated by another party

Patent Assignee: FMR CORP (FMRF-N)

Inventor: FAUX J; LABELLE J; MARTIN D; MAURO C; MILLS J; NAYAK S; QUINN-DUPONT M; YANG J; ZAKASHANSKY V

Number of Countries: 027 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200199007	A2	20011227	WO 2001US19555	A	20010619	200215 B
AU 200171336	A	20020102	AU 200171336	A	20010619	200230

Priority Applications (No Type Date): US 2000597021 A 20000620

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200199007 A2 E 25 G06F-017/60

Designated States (National): AU BR CA JP KR MX NO SG

Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LU

MC NL PT SE TR

AU 200171336 A G06F-017/60 Based on patent WO 200199007

Abstract (Basic): WO 200199007 A2

NOVELTY - A real-time trade activity tool gathers information about orders **offered** by a party and placed through a **trading** platform operated by **another party**, and presents real-time trade information on two primary information screens, an order summary screen (10) and an order details screen. The summary screen displays information, including order information, and the details screen displays information related to a particular mutual fund.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

(a) Computer readable medium which stores computer executable instructions that cause a computer to gather real-time information about orders involving commodities **offered** by a party and placed

through a **trading** platform operated by **another party** ;

(b) A mainframe system;

(c) A method providing authorization information identifying a **third party to another party** .

USE - For use in systems where third party fund companies distribute their mutual funds and other **products** on **another** company's brokerage **trading** platform.

ADVANTAGE - The real-time monitoring system can help the third party monitor order activity and identify accounts involving hot money, allowing the third party to take action such as order cancellation or account blockage.

DESCRIPTION OF DRAWING(S) - The figure is a summary screen generated by a real-time trade activity tool.

pp; 25 DwgNo 1/6

Title Terms: TRADE; ACTIVE; MONITOR; METHOD; MUTUAL; FUND; TRADE; SYSTEM; GATHER; REAL; TIME; INFORMATION; ORDER; **OFFER** ; PARTY; PLACE; THROUGH; TRADE; PLATFORM; OPERATE; PARTY

Derwent Class: T01

International Patent Class (Main): **G06F-017/60**

File Segment: EPI

14/5/30 (Item 26 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014219981 **Image available**

WPI Acc No: 2002-040679/200205

XRPX Acc No: N02-030155

On-line transactions method involves creating order at merchant's website server in response to user request for multiple items that are offered for sale only to visitors of affiliate site

Patent Assignee: KUMAR B (KUMA-I); LIEUWEN D F (LIEU-I); SILVA J F (SILV-I)

Inventor: KUMAR B; LIEUWEN D F; SILVA J F

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20010034658	A1	20011025	US 2000184288	A	20000223	200205 B
			US 2001774932	A	20010131	

Priority Applications (No Type Date): US 2000184288 P 20000223; US 2001774932 A 20010131

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
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US 20010034658	A1	10	G06F-017/60	Provisional application US 2000184288
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Abstract (Basic): US 20010034658 A1

NOVELTY - A request initiated by a user from a client to order **multiple items** that are **offered** for sale to visitors of the affiliate site and not to direct on-line visitors to the merchant's website server is received at a merchant's website server. An order comprising the individual items in the bundle is automatically created at the merchant's website server in response to the user request.

USE - For on-line **transactions** for purchase of **multiple items** through Internet using executable shopping list (ESL).

ADVANTAGE - A merchant site can receive a larger order from visitors of the affiliate site than from the on-line customer and the customer has the ease of ordering **multiple items** with a single action with an even added benefit of an optional discount upon ordering a bundled package of **multiple items** .

DESCRIPTION OF DRAWING(S) - The figure shows a flowchart of a merchant-side implementation of the affiliate program use of executable shopping list.

pp; 10 DwgNo 3/4

Title Terms: LINE; **TRANSACTION** ; METHOD; ORDER; MERCHANT; SERVE; RESPOND; USER; REQUEST; MULTIPLE; ITEM; **OFFER** ; SALE; VISIT; SITE

Derwent Class: T01

International Patent Class (Main): **G06F-017/60**

File Segment: EPI

14/5/31 (Item 27 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014213589 **Image available**

WPI Acc No: 2002-034287/200204

XRPX Acc No: N02-026432

Marketing selection optimization process for optimizing profits per offer in marketing of goods or other services to consumers by assigning product offers to consumers

Patent Assignee: HNC SOFTWARE (HNCS-N)

Inventor: COGGESHALL S; LIN Y

Number of Countries: 095 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200177970	A2	20011018	WO 2001US11888	A	20010411	200204 B
AU 200151555	A	20011023	AU 200151555	A	20010411	200213

Priority Applications (No Type Date): US 2000546949 A 20000411

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200177970 A2 E 48 G06F-017/60

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200151555 A G06F-017/60 Based on patent WO 200177970

Abstract (Basic): WO 200177970 A2

NOVELTY - Product **offers** are assigned to customers and consumers are sorted according to the difference in expected profitabilities associated with product **offers** , while **offers** are reassigned according to the differences.

DETAILED DESCRIPTION - Program modules may be stored in a hard, magnetic or optical disc including an operating system (35), application programs (36,37) and program data (38), while a user may input commands and information into a personal computer (20) through a keyboard (40) or a pointing device (42). The computer may be connected to a remote computer (49) via a modem (54) establishing communications over the Internet (52).

AN INDEPENDENT CLAIM is included for a machine readable medium with instructions.

USE - Marketing selection for optimizing profits per **offer** of goods or other services.

ADVANTAGE - Efficiently maximizing profits in **selling** of **multiple products** .

DESCRIPTION OF DRAWING(S) - The drawing shows a computing

environment

Operating system (35)
Application programs (36,37)
Computer (20)
Keyboard (40)
pp; 48 DwgNo 1/7

Title Terms: MARKET; SELECT; PROCESS; PROFIT; PER; **OFFER** ; MARKET; GOODS;
SERVICE; CONSUME; ASSIGN; PRODUCT; **OFFER** ; CONSUME

Derwent Class: T01

International Patent Class (Main): **G06F-017/60**

File Segment: EPI

14/5/32 (Item 28 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014189471 **Image available**

WPI Acc No: 2002-010168/200201

XRPX Acc No: N02-008509

Sales method of international travel tickets along with duty free items, involves acknowledging customer's decision for purchasing international travel ticket offered with a duty free item and customer's entitlement to the item

Patent Assignee: LEFKOWITZ Y (LEFK-I)

Inventor: LEFKOWITZ Y

Number of Countries: 092 Number of Patents: 005

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20010037250	A1	20011101	US 2000200325	P	20000428	200201 B
			US 2000729984	A	20001205	
WO 200184428	A1	20011108	WO 2001US13370	A	20010426	200201
AU 200157273	A	20011112	AU 200157273	A	20010426	200222
EP 1297465	A1	20030402	EP 2001930768	A	20010426	200325
			WO 2001US13370	A	20010426	
KR 2003001455	A	20030106	KR 2002714427	A	20021025	200332

Priority Applications (No Type Date): US 2000200325 P 20000428; US
2000729984 A 20001205

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20010037250	A1		26	G06F-017/60	Provisional application US 2000200325

WO 200184428 A1 E G06F-017/60

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN
CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP
KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE
SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200157273 A G06F-017/60 Based on patent WO 200184428

EP 1297465 A1 E G06F-017/60 Based on patent WO 200184428

Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT
LI LT LU LV MC MK NL PT RO SE SI TR

KR 2003001455 A G06F-017/60

Abstract (Basic): US 20010037250 A1

NOVELTY - The customer's decision for purchasing at least one
international travel ticket **offered** with at least one duty free **item**
at no **additional** charge, and customer's entitlement to the duty free

item, are acknowledged. On accepting payment from the customer, the international travel ticket is delivered to customer and the method of delivery of the duty free item is advised to the customer.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following :

(a) Method for using a computer to facilitate the combined sale of international travel tickets and duty free items to customers;

(b) System for facilitating the combined sale of international travel tickets and duty free items

USE - For **selling** international travel tickets for carriers such as train, airline, cruise ship, along with duty free merchandise such as jewelry, watches, perfume, cosmetics, cameras, electronic goods, mobile phone service, Internet access service, etc.

ADVANTAGE - International travelers are encouraged to purchase duty free goods by being **offered** free or discounted international travel fares and/or international travelers are encouraged to purchase international travel tickets by being **offered** with free or discounted duty free goods.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of currently available computer equipment communicating through the Internet.

pp; 26 DwgNo 1/7

Title Terms: SALE; METHOD; INTERNATIONAL; TRAVEL; TICKET; DUTY; FREE; ITEM; ACKNOWLEDGE; CUSTOMER; DECIDE; PURCHASE; INTERNATIONAL; TRAVEL; TICKET; **OFFER** ; DUTY; FREE; ITEM; CUSTOMER; ITEM

Derwent Class: T01; T05

International Patent Class (Main): **G06F-017/60**

File Segment: EPI

14/5/33 (Item 29 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014185565 **Image available**

WPI Acc No: 2002-006262/200201

XRPX Acc No: N02-005352

Computer for auctioning goods over network, has auction executing unit for determining successful tenderer based on received bid indication

Patent Assignee: TOSHIBA KK (TOKE)

Inventor: KAWAKURA Y; SUZUKI Y

Number of Countries: 002 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2001283045	A	20011012	JP 200096445	A	20000331	200201 B
US 20010054021	A1	20011220	US 2001819893	A	20010329	200206

Priority Applications (No Type Date): JP 200096445 A 20000331

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 2001283045	A	19	G06F-017/60	
US 20010054021	A1		G06F-017/60	

Abstract (Basic): JP 2001283045 A

NOVELTY - The goods to be sold are exhibited over the network. The bid indication for the exhibited good is received, using which an auction executing unit (161) determines a successful **tenderer** . A selection unit (172) selects **alternative goods** based on the content of bid indication of the **tenderer** . An **alternative goods** notification unit (173) notifies introduction information of selected

goods to the **tenderer** .

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (a) Goods introduction method;
- (b) Notification method;
- (c) Bid information utilization method;
- (d) Storage medium

USE - For **selling** goods through network by auction.

ADVANTAGE - Suitable and desirable **alternative goods** corresponding to the exhibition object can be easily chosen by the **tenderer** by making use of this system. Provides a suitable situation for the exhibition person to **sell** the goods, as the customer gathering capacity is efficiently used.

DESCRIPTION OF DRAWING(S) - The figure shows the system assembly. (Drawing includes non-English language text).

Auction executing unit (161)

Selection unit (172)

Alternative goods notification unit (173)

pp; 19 DwgNo 1/11

Title Terms: COMPUTER; GOODS; NETWORK; AUCTION; EXECUTE; UNIT; DETERMINE; SUCCESS; BASED; RECEIVE; BID; INDICATE

Derwent Class: T01

International Patent Class (Main): **G06F-017/60**

File Segment: EPI

14/5/34 (Item 30 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014142292 **Image available**

WPI Acc No: 2001-626503/200172

XRPX Acc No: N01-466983

Auction system, in which number of bidders make bid on item having number of pricing variables; calculates bid value for each bid made by bidders and ranks order bid values associated with each bid made by bidder

Patent Assignee: DIRECTPLACEMENT.COM INC (DIRE-N)

Inventor: KYLE R F; OVERSTREET B M; WHITE H S

Number of Countries: 093 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200175740	A2	20011011	WO 2001US10568	A	20010330	200172 B
AU 200151219	A	20011015	AU 200151219	A	20010330	200209

Priority Applications (No Type Date): US 2000540923 A 20000331; US 2000539853 A 20000331

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200175740	A2	E	36	G06F-017/60	

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200151219 A G06F-017/60 Based on patent WO 200175740

Abstract (Basic): WO 200175740 A2

NOVELTY - A multi-variable valuation process assigns a seller-defined value to each of the pricing variables associated with

the item for auction. A multi-variable response valuation process assigns a seller-defined value to a number of responses available to the bidders. A valuation matrix process calculates a bid value for each bid made by the bidders. A **ranking** process **ranks** order the bid values associated with each bid made by the bidders.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is included for:

(a) an auction method

USE - For implementing the safe of complex **items** with **multiple** pricing variables in a multi-variable auction for **transactions** associated with private investment in public equities using a global computer network.

ADVANTAGE - **Offers** an automated and easily accessible format, such as on a global computer network. Provides the **selling** party with a system and method to determine more accurately and precisely the best bid for various and complex items. Provides buyers with the opportunity to trade for various complex items such as financial instruments.

DESCRIPTION OF DRAWING(S) - The drawing illustrates an embodiment of the inter-relationships of three processes, which calculate inputs for the bidding engine according to the present invention.

pp; 36 DwgNo 3/10

Title Terms: AUCTION; SYSTEM; NUMBER; BID; ITEM; NUMBER; PRICE; VARIABLE; CALCULATE; BID; VALUE; BID; MADE; **RANK** ; ORDER; BID; VALUE; ASSOCIATE; BID; MADE

Derwent Class: T01

International Patent Class (Main): **G06F-017/60**

File Segment: EPI

14/5/35 (Item 31 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014141999 **Image available**

WPI Acc No: 2001-626210/200172

XRPX Acc No: N01-466839

Transaction **conduction method in retail stores, involves selecting** supplemental products **and providing corresponding indication to the customer**

Patent Assignee: WALKER DIGITAL LLC (WALK-N)

Inventor: DOUGLAS D H; MARAZZO G M; MUELLER R J; VAN LUCHENE A S; WAHLQUIST S J

Number of Countries: 094 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200171683	A2	20010927	WO 2001US9045	A	20010321	200172 B
AU 200149313	A	20011003	AU 200149313	A	20010321	200210

Priority Applications (No Type Date): US 2000603677 A 20000626; US 2000190818 P 20000321

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200171683	A2	E	98	G07G-001/00	

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200149313 A G07G-001/00 Based on patent WO 200171683

Abstract (Basic): WO 200171683 A2

NOVELTY - Information describing a **transaction** is received. A **supplemental product** to be **offered** to customer during **transaction**, is selected from determined pool of **supplemental products**, after storing the **supplemental product**. An indication of selected **supplemental product** is provided to the customer.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (a) **Transaction** conducting system;
- (b) Computer readable medium storing **transaction** conducting program;
- (c) **Transaction** conducting apparatus;
- (d) Data processing method

USE - For conducting **transaction** of **supplemental products** and services in retail stores, online **transaction** system.

ADVANTAGE - Sales is increased for retailer since the retailer can convince a customer to purchase additional or **replacement** supplement **product**. Customer is benefited by accepting the **offer** to purchase **additional products** at lower prices.

DESCRIPTION OF DRAWING(S) - The figure shows the flowchart explaining the **transaction** conducting method.

pp; 98 DwgNo 1/22

Title Terms: **TRANSACTION**; CONDUCTING; METHOD; RETAIL; STORAGE; SELECT;

SUPPLEMENTARY; PRODUCT; CORRESPOND; INDICATE; CUSTOMER

Derwent Class: T01

International Patent Class (Main): G07G-001/00

International Patent Class (Additional): **G06F-017/60**

File Segment: EPI

14/5/36 (Item 32 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014141393 **Image available**

WPI Acc No: 2001-625604/200172

XRPX Acc No: N01-466324

Management of selling chain for a product, uses data storage unit with data access control and a management server to allow all parties in supply chain to record contract information

Patent Assignee: HIGHDEAL (HIGH-N); FRANCE TELECOM SA (ETFR); BAR P (BARP-I); PLESSIS F (PLES-I); TROMPETTE C (TROM-I)

Inventor: BAR P; PLESSIS F; TROMPETTE C

Number of Countries: 095 Number of Patents: 005

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200159632	A1	20010816	WO 2001FR414	A	20010213	200172 B
FR 2805064	A1	20010817	FR 20001802	A	20000214	200172
AU 200135664	A	20010820	AU 200135664	A	20010213	200175
EP 1256078	A1	20021113	EP 2001907779	A	20010213	200282
			WO 2001FR414	A	20010213	
US 20030144919	A1	20030731	WO 2001FR414	A	20010213	200354
			US 2002203563	A	20020812	

Priority Applications (No Type Date): FR 20001802 A 20000214

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200159632 A1 F 19 G06F-017/60

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA
CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP

KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT
 RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
 Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
 IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW
 FR 2805064 A1 G06F-017/60
 AU 200135664 A G06F-017/60 Based on patent WO 200159632
 EP 1256078 A1 F G06F-017/60 Based on patent WO 200159632
 Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT
 LI LT LU LV MC MK NL PT RO SE SI TR
 US 20030144919 A1 G06F-017/60

Abstract (Basic): WO 200159632 A1

NOVELTY - The system has a data storage (2) with access (26) to the storage and with a management server (4) communicating with storage and including a pricing engine (10). The storage can be accessed by the initial seller and by others in the sales chain to store initial **offers** and contracts for purchase. The final purchaser can also access the storage to store the contract for the final purchase.

USE - Management of **selling** chain for a **product** with **multiple** intermediate vendors.

ADVANTAGE - Automated management of **selling** chain regardless of the number of intermediate vendors and of their respective payment conditions.

DESCRIPTION OF DRAWING(S) - The drawing shows a block diagram of the system.

Data storage (2)
 Access control to storage (26)
 Management server (4)
 Pricing engine (10)
 pp; 19 DwgNo 1/4

Title Terms: MANAGEMENT; **SELL** ; CHAIN; PRODUCT; DATA; STORAGE; UNIT; DATA; ACCESS; CONTROL; MANAGEMENT; SERVE; ALLOW; PARTY; SUPPLY; CHAIN; RECORD; CONTRACT; INFORMATION

Derwent Class: T01; T05

International Patent Class (Main): **G06F-017/60**

File Segment: EPI

14/5/37 (Item 33 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014141126 **Image available**

WPI Acc No: 2001-625337/200172

XRPX Acc No: N01-466095

Conducting network-based credit application process in finance business operations

Patent Assignee: ACCENTURE LLP (ACCE-N); ANDERSEN CONSULTING LLP (ANDE-N)

Inventor: CHU K; CORNELIUS R D; STEPNICZKA A

Number of Countries: 087 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200146889	A2	20010628	WO 2000US35216	A	20001222	200172 B
AU 200122914	A	20010703	AU 200122914	A	20001222	200172
EP 1259916	A2	20021127	EP 2000986732	A	20001222	200302
			WO 2000US35216	A	20001222	

Priority Applications (No Type Date): US 99470805 A 19991222; US 99469525 A 19991222; US 99470039 A 19991222

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200146889 A2 E 530 G06F-017/60

Designated States (National): AL AM AT AU AZ BA BB BG BR BY CA CH CN CU
CZ DE DK DM DZ EE ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC
LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK
SL TJ TM TR TT UA UG UZ VN YU ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200122914 A G06F-017/60 Based on patent WO 200146889

EP 1259916 A2 E G06F-017/60 Based on patent WO 200146889

Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT
LI LT LU LV MC MK NL PT RO SE SI TR

Abstract (Basic): WO 200146889 A2

NOVELTY - Credit application is received from buyer via a network, and sent to the bank through a network for assessment based on credit application. On approval, buyer is registered by assigning an identifier, so that a password is generated for the buyer. The identifier and password are stored in a database. The buyer is sent a password utilizing the network.

DETAILED DESCRIPTION - The buyer is issued a card reflecting the identifier, and may be delivered by courier, receipt of which is acknowledged by buyer to the bank. A credit limit may be set as well as a line of credit. AN INDEPENDENT CLAIM is made for:

(a) A computer program embodied on a computer readable medium for credit application process;

(b) A system for carrying out a credit application process;

(c) A method for initiating an agreement utilizing a network; and

(d) Method of providing information services while facilitating a **transaction** between a buyer and seller utilizing a network.

USE - For credit application process.

ADVANTAGE - Uses object-oriented programming, which is used to develop complex applications, which allows creation of an object that is **part** of **another** object. Information may be displayed on procedures involving the goods, and current events utilizing the network. Risk associated with the **transaction** may be reduced by **offering** insurance.

DESCRIPTION OF DRAWING(S) - Drawing illustrates several e-Commerce capabilities of the VTrade system, including e-Information Convergence, e-Procurement, e-Billing and e-Invoicing, and e-Auctioning.

pp; 530 DwgNo 3/111

Title Terms: CONDUCTING; NETWORK; BASED; CREDIT; APPLY; PROCESS; FINANCIAL; BUSINESS; OPERATE

Derwent Class: T01; T05

International Patent Class (Main): G06F-017/60

File Segment: EPI

14/5/38 (Item 34 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014038696 **Image available**

WPI Acc No: 2001-522909/200157

XRPX Acc No: N01-387530

Apparatus for presenting and selecting product agreements at a point of sale to allow a customer to make a selection of an agreement and communicate it to a computer.

Patent Assignee: WALKER DIGITAL LLC (WALK-N)

Inventor: BEMER K; FINCHAM M M; GELMAN G M; GOLDEN A P; SAMMON R P; WALKER J S

Number of Countries: 094 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200163522	A2	20010830	WO 2001US5503	A	20010222	200157 B
AU 200139809	A	20010903	AU 200139809	A	20010222	200202

Priority Applications (No Type Date): US 2000609454 A 20000630; US 2000184485 P 20000223

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200163522	A2	E	90	G06F-017/60	

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200139809 A G06F-017/60 Based on patent WO 200163522

Abstract (Basic): WO 200163522 A2

NOVELTY - A controller (100) is in a one or two-way communication with point of sale (POS) terminals (102,104,106) and/or customer devices (108,110,112,114,116,118) and communication between the POS terminals, point of display terminals and customer devices may be direct or indirect and the controller may function as a web server to generate web pages which are documents stored on Internet-connected computers.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for a method and system for **offering** a product for sale, for a medium with processor instructions, for a method of **selling**, for a method of presenting product agreements and for a POS terminal.

USE - Presenting and selecting a product agreement.

ADVANTAGE - Facilitating simplified presentation and selection of **multiple product** agreements.

DESCRIPTION OF DRAWING(S) - The drawing is a block diagram of the system

POS terminals (102,104,106)

Customer devices (108,110,112,114,116,118)

Controller (100)

pp; 90 DwgNo 1/10

Title Terms: APPARATUS; PRESENT; SELECT; PRODUCT; POINT; SALE; ALLOW; CUSTOMER; SELECT; AGREE; COMMUNICATE; COMPUTER

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

14/5/39 (Item 35 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014012540 **Image available**

WPI Acc No: 2001-496754/200154

XRPX Acc No: N01-368098

Transaction **match designation for financial transaction in internet, involves detecting correspondence relationship of trait information of different items required for selling / buying to judge transaction match**

Patent Assignee: CFPH LLC (CFPH-N); ESPEED INC (ESPE-N)

Inventor: GILBERT A C; JONES T D; WALLACE R; WANG W

Number of Countries: 093 Number of Patents: 005

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200152091	A2	20010719	WO 2001US1247	A	20010112	200154 B
AU 200129469	A	20010724	AU 200129469	A	20010112	200166
GB 2375638	A	20021120	WO 2001US1247	A	20010112	200277
			GB 200217629	A	20020730	
KR 2002064376	A	20020807	KR 2002709026	A	20020712	200309
DE 10196089	T	20030612	DE 1096089	A	20010112	200346
			WO 2001US1247	A	20010112	

Priority Applications (No Type Date): US 2000564772 A 20000503; US
2000176200 P 20000114

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200152091	A2	E	56	G06F-017/00	
Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW					
Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW					
AU 200129469	A			G06F-017/00	Based on patent WO 200152091
GB 2375638	A			G06F-017/00	Based on patent WO 200152091
KR 2002064376	A			G06F-017/60	
DE 10196089	T			G06F-017/60	Based on patent WO 200152091

Abstract (Basic): WO 200152091 A2

NOVELTY - **Selling** or **buying** information and item traits of items are obtained such that traits of one item corresponds to that of **another item**. The correspondence of primary and secondary traits information of each items are determined, based on which a **transaction** match of the three items judged.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is also included for **transaction** match designation system.

USE - For designating **transaction** match for non-deliverable forward spreads (NDFSs), forward **rate** agreements (FRAs), treasury/agency bond swaps in financial **transaction** using internet.

ADVANTAGE - The requirements of potential buyers and sellers of the items are compared with that of sets of other potential buyers and hence optimum **transaction** match is obtained for the items.

DESCRIPTION OF DRAWING(S) - The figure shows the flowchart explaining process of designating **transaction** match for items.
pp; 56 DwgNo 19/22

Title Terms: **TRANSACTION** ; MATCH; DESIGNATED; FINANCIAL; **TRANSACTION** ;
DETECT; CORRESPOND; RELATED; TRAIT; INFORMATION; ITEM; REQUIRE; **SELL** ;
BUY ; JUDGEMENT; **TRANSACTION** ; MATCH

Derwent Class: T01

International Patent Class (Main): G06F-017/00; **G06F-017/60**

File Segment: EPI

14/5/40 (Item 36 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013850021

WPI Acc No: 2001-334234/200135

Related WPI Acc No: 2002-645702

XRPX Acc No: N01-241174

Financial services system, has all user's financial product integrated into single package viewable over internet

Patent Assignee: DMC GROEP NV (DMCD-N)

Inventor: TASCHE M B

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
NL 1017168	C6	20010326	NL 20011017168	A	20010122	200135 B

Priority Applications (No Type Date): NL 20011017168 A 20010122

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
NL 1017168	C6	10	G06F-017/60		

Abstract (Basic): NL 1017168 C6

NOVELTY - Each user of the so-called MATRIKS concept is **offered** an overall view of his or her financial product package via the internet, either at a local work station or on a home PC, irrespective of the product providers. The user has the possibility of optimising his or her product package, carrying out financial **transactions** and speaking to a personal financial adviser. The user can also search for product information and then compare them to get the best choice. A message can be sent to a user via e.g. SMS to advise him or her of an interesting **offer** for an **alternative** financial **product**. Bonus points are made available for those users choosing selecting products.

USE - For all financial products such as life and accident insurance, mortgages, pensions, savings accounts, financing, bank services and investment funds.

ADVANTAGE - A convenient overall view of all a user's financial products is possible using a system that allows a high degree of flexibility, choice and optimisation

pp; 10 DwgNo 0/1

Title Terms: FINANCIAL; SERVICE; SYSTEM; USER; FINANCIAL; PRODUCT;

INTEGRATE; SINGLE; PACKAGE; VIEW

Derwent Class: T01

International Patent Class (Main): **G06F-017/60**

File Segment: EPI

14/5/41 (Item 37 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013675088 **Image available**

WPI Acc No: 2001-159300/200116

XRPX Acc No: N01-116109

Product dispensing method for vending machine, by presenting alternate product offer message to customer if product selection from customer qualifies for alternate product offer

Patent Assignee: WALKER DIGITAL LLC (WALK-N)

Inventor: BEMER K; TEDESCO D E; VAN LUCHENE A S; WALKER J S

Number of Countries: 092 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200103087	A1	20010111	WO 2000US13349	A	20000516	200116 B
AU 200051354	A	20010122	AU 200051354	A	20000516	200125

Priority Applications (No Type Date): US 99345092 A 19990630

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200103087 A1 E 51 G07F-009/02

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY CA CH
CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE
KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU
SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 200051354 A G07F-009/02 Based on patent WO 200103087

Abstract (Basic): WO 200103087 A1

NOVELTY - The method involves determining if the product selection received from a customer qualifies for an **alternate product offer**. If the product selection qualifies, an **alternate product offer** message is presented to the customer. A product corresponding to the **alternate product offer** is dispensed if the customer has accepted the **alternate product offer**.

DETAILED DESCRIPTION - If the customer does not accept the **alternate product offer**, a product corresponding to the product selection from the customer is dispensed. INDEPENDENT CLAIMS are also included for the following:

(a) a storage device for computer instructions used to perform product dispensing;

(b) and a vending machine apparatus for presenting **alternate product** choices to customer.

USE - For vending machine used to **sell** e.g. food, drinks, chewing gum, toys, and toiletries.

ADVANTAGE - Optimizes profit potential of given **transaction** by **offering** most profitable **alternate product** after customer has made **product** selection. Specific **alternate product** can be **offered** instead of best available alternative whenever customer selects particular product. Stimulates sales of low demand **alternate product** by **offering** discount as an inducement for buyer to accept the alternative.

DESCRIPTION OF DRAWING(S) - The figure shows a perspective view of a vending machine.

pp; 51 DwgNo 1/5

Title Terms: PRODUCT; DISPENSE; METHOD; VENDING; MACHINE; PRESENT;

ALTERNATE; PRODUCT; **OFFER**; MESSAGE; CUSTOMER; PRODUCT; SELECT; CUSTOMER
; QUALIFY; ALTERNATE; PRODUCT; **OFFER**

Derwent Class: T01; T05

International Patent Class (Main): G07F-009/02

International Patent Class (Additional): G06F-017/60

File Segment: EPI

14/5/42 (Item 38 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013522346 **Image available**

WPI Acc No: 2001-006552/200101

XRPX Acc No: N01-004703

Remote interactive point access financial and information system for video conferencing, ATM, has call center connected with bank

representative station for enabling real time interaction with customer

Patent Assignee: ANDREAS D L (ANDR-I); KJONAAS D W (KJON-I); NAT CITY BANK (NACI-N)

Inventor: ANDREAS D L; KJONAAS D W

Number of Countries: 090 Number of Patents: 004

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200049552	A2	20000824	WO 2000US4269	A	20000218	200101 B
AU 200034967	A	20000904	AU 200034967	A	20000218	200103
US 6223983	B1	20010501	US 99252834	A	19990219	200126
US 20010007332	A1	20010712	US 99252834	A	19990219	200143
			US 2001798407	A	20010302	

Priority Applications (No Type Date): US 99252834 A 19990219; US 2001798407 A 20010302

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200049552	A2	E	59	G06F-017/60	
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Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 200034967	A			G06F-017/60	Based on patent WO 200049552
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US 6223983	B1			G06F-017/60	
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US 20010007332	A1			G06F-017/60	Cont of application US 99252834
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Cont of patent US 6223983

Abstract (Basic): WO 200049552 A2

NOVELTY - A call center (41) has data entry ports for initiating access and for executing **transactions** like video conferencing with a bank at representative station (40) via an interface (17). Station (40) and CPU (60) perform operable electrical and data communications with data, voice and image processor, to enable the bank to interact with the customer in real time and to provide customer access to the CPU.

DETAILED DESCRIPTION - The interactive point access financial and information system comprises a remote automated teller machine (ATM) (10), the call center (41), a depository (12). The bank representative station (40) includes a CPU, and data, voice and image processor operably connected to the call center (41), station (40) and CPU. The depository includes a security box which is operable via command functions at the station (40). The call center executes desired **transactions** like deposits, withdrawals, loans, and exchanges information with the banker in real time on face to face basis.

INDEPENDENT CLAIMS are also included for the following:

(a) method of providing interactive point access banking information;

(b) remote interactive point access virtual financial and information system

USE - For providing integrated platform of services like video conferencing, commercial depository, and customized automated teller machine used for dispensing event tickets, discount coupons, cash withdrawal, deposits and providing coupons for bank products and services.

ADVANTAGE - The system provides of full service virtual bank to a customer and enables remote **transactional** engagement, on demand basis at high level of availability like seven days a week, 24 hours a day. Enables the customer to access and execute all major **transactions** on demand basis and further serves as a medium for information from multiple sources. As the system is operated by computer implemented software, it enables the customer to remotely process check accounts, use a cash card or check card, charge a check, Use infobank, check order/reorder, execute direct deposit authorization, access saving account information and review personal financial profiles. Uses software program logic, which is robust and user friendly, and provides the customer with various options to access and close among various

bank services. The call center which is a customer service platform, provides third party services like insurance, travel, investment and similar services which are of general interest to the customer. The interactive video conferencing enables face to face interview and conversation with a bank representative who assists the remote customer in opening new deposit accounts, direct deposit capability, reorder checks, provides general information regarding loans, forward loan applications, discuss **additional product offerings** of the bank, and answers customer service related questions. The system is modular and expandable to be compatible with emerging technologies like internet/intranet, cellular systems and high bandwidth digital communications, for enabling individual and institutional customers to access full banking services from remote locations.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram representing operational interface of the remote interactive point access financial and information system.

ATM (10)
 Depository (12)
 Interface (17)
 Bank representative station (40)
 Call center (41)
 CPU (60)

pp; 59 DwgNo 12/12

Title Terms: REMOTE; INTERACT; POINT; ACCESS; FINANCIAL; INFORMATION; SYSTEM; VIDEO; ATM; CALL; CONNECT; BANK; REPRESENT; STATION; ENABLE; REAL ; TIME; INTERACT; CUSTOMER

Derwent Class: T01; T05

International Patent Class (Main): G06F-017/60

File Segment: EPI

14/5/43 (Item 39 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013507063 **Image available**

WPI Acc No: 2000-679007/200066

XRPX Acc No: N00-502665

Cross benefits providing method for facilitating electronic commerce, involves indicating item and total price of item desired by customer and charging with price lesser than total price of item

Patent Assignee: WALKER DIGITAL LLC (WALK-N)

Inventor: ALDERUCCI D P; BEMER K; JORASCH J A; O'SHEA D; PACKES J M; TEDESCO D E; TULLEY S C; WALKER J S

Number of Countries: 086 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200039720	A1	20000706	WO 99US19955	A	19990831	200066 B
AU 9959052	A	20000731	AU 9959052	A	19990831	200066

Priority Applications (No Type Date): US 98282747 A 19981005

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200039720 A1 E 96 G06F-017/60

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SL SZ UG ZW

AU 9959052 A G06F-017/60 Based on patent WO 200039720

Abstract (Basic): WO 200039720 A1

NOVELTY - Customer information in a vendor side relating to customer activity is received. The indication of **offer** for subsidy is provided in response to received information, from **another** vendor. The **item** and total price, of item desired by the customer to purchase is indicated. The customer is charged with price less than total price in the **offer** is accepted.

DETAILED DESCRIPTION - The indication of **offer** for a subsidy is provided through e-mail, postal mail and telephone. The amount of funds to an account increased based on difference between total price and the new price. The information relating to customer activity is received through web server, telephone and POS terminal. INDEPENDENT CLAIMS are also included for the following:

(a) cross benefits providing system;

(b) program to perform cross benefits providing method

USE - For facilitating electronic commerce during **transaction** .

ADVANTAGE - Enables reducing price of item to the customer, increases in sales and customer satisfaction for first vendor and additional **transaction** or acquisition of new customer to second vendor. Enables appropriate access of web page to communicate with vendor server, by using the computer provided with intel or pentium microprocessor inside.

DESCRIPTION OF DRAWING(S) - The figure shows the schematic diagram of cross benefits providing system.

pp; 96 DwgNo 1A/17

Title Terms: CROSS; BENEFICIAL; METHOD; FACILITATE; ELECTRONIC; INDICATE;

ITEM; TOTAL; PRICE; ITEM; CUSTOMER; CHARGE; PRICE; TOTAL; PRICE; ITEM

Derwent Class: T01; T05

International Patent Class (Main): G06F-017/60

File Segment: EPI

14/5/44 (Item 40 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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012949602 **Image available**

WPI Acc No: 2000-121452/200011

XRPX Acc No: N00-092442

Consumer goods selling system for communication network e.g. internet - offers purchase right of goods whose details are published in network by middlemen, to consumer who offers highest bid to goods over predetermined time

Patent Assignee: KOBAYASHI H (KOBAYASHI); TAKAI K (TAKAI)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 11353361	A	19991224	JP 98156292	A	19980604	200011 B

Priority Applications (No Type Date): JP 98156292 A 19980604

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 11353361	A	8	G06F-017/60	

Abstract (Basic): JP 11353361 A

NOVELTY - The details of goods to be sold is published in a network by a middle man. A weighted mean price higher than standard price is decided by middle man and then informed to seller. Then, the bid **offered** by consumers is acquired for predetermined time. The consumer

who **offers** highest bid exceeding standard price acquires purchase right of goods. DETAILED DESCRIPTION - The predetermined percentage of the weighted mean price is collected as commission by the middle man. USE - For communication network e.g. internet.

ADVANTAGE - Enables **selling** of **multiple goods** to consumers **offering** highest bid, thereby increasing profit of seller. Enables consumer to purchase goods at lowest possible price. DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of goods **selling** system in communication network.

Dwg.1/4

Title Terms: CONSUME; GOODS; **SELL** ; SYSTEM; COMMUNICATE; NETWORK; **OFFER** ; PURCHASE; RIGHT; GOODS; DETAIL; NETWORK; CONSUME; **OFFER** ; HIGH; BID; GOODS; PREDETERMINED; TIME

Derwent Class: T01

International Patent Class (Main): **G06F-017/60**

File Segment: EPI

14/5/45 (Item 41 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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012881777 **Image available**

WPI Acc No: 2000-053611/200004

Related WPI Acc No: 1998-532192; 1999-190705; 1999-204853; 1999-204854; 1999-204855; 1999-312503; 1999-508393; 2000-053613; 2000-328274; 2000-610539; 2001-181019; 2001-342730; 2002-096655; 2002-215721; 2002-237036; 2002-434665; 2002-582966; 2002-698146; 2003-075336; 2003-656976

XPX Acc No: N00-041756

Aging food product selling method employed in quick service restaurant

Patent Assignee: WALKER ASSET MANAGEMENT LP (WALK-N); WALKER DIGITAL LLC (WALK-N)

Inventor: ROGERS J D; VAN LUCHENE A S; WALKER J S; OTTO J; TEDESCO D E

Number of Countries: 083 Number of Patents: 005

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 9962014	A1	19991202	WO 98US19644	A	19980921	200004 B
AU 9894963	A	19991213	AU 9894963	A	19980921	200020
EP 1129420	A1	20010905	EP 98948378	A	19980921	200151
			WO 98US19644	A	19980921	
US 6298331	B1	20011002	US 97822709	A	19970321	200160
			US 97920116	A	19970826	
			US 9883483	A	19980522	
JP 2002517043	W	20020611	WO 98US19644	A	19980921	200253
			JP 2000551344	A	19980921	

Priority Applications (No Type Date): US 9883483 A 19980522; US 97822709 A 19970321; US 97920116 A 19970826

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 9962014	A1	E	60	G06F-017/60	
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Designated States (National): AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ VN YU ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SZ UG ZW

AU 9894963	A				Based on patent WO 9962014
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EP 1129420	A1	E		G06F-017/60	Based on patent WO 9962014
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Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT
LI LT LU LV MC MK NL PT RO SE SI
US 6298331 B1 G06F-017/60 CIP of application US 97822709
CIP of application US 97920116
CIP of patent US 6119099
JP 2002517043 W 44 G06F-017/60 Based on patent WO 9962014

Abstract (Basic): WO 9962014 A1

NOVELTY - An aging complementary product for ordered food product is selected by accessing corresponding database. The POS terminal then outputs an **offer** for the food product substitution. The response to **offer** is received from consumer. If response indicates an acceptance, the aging complementary product is **offered** to consumer at ordered food **rate**.

DETAILED DESCRIPTION - The method further includes if the aging food product is within predetermined aging range. After **offering** complementary food product to consumer, the ordered food **product** name is **replaced** with complementary food product in the bill. The complementary food product is further registered as sold. An INDEPENDENT CLAIM is also included for aging food **selling** apparatus.

USE - In quick service restaurants.

ADVANTAGE - Reduces the cost associated with wastage of perished food products, without losing the reputation of restaurant.

DESCRIPTION OF DRAWING(S) - The figure shows schematic illustration of aging food product **selling** apparatus.
pp; 60 DwgNo 1/20

Title Terms: FOOD; PRODUCT; **SELL** ; METHOD; EMPLOY; QUICK; SERVICE;
RESTAURANT

Derwent Class: T01; T05

International Patent Class (Main): G06F-017/60

File Segment: EPI

14/5/46 (Item 42 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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012844420 **Image available**

WPI Acc No: 2000-016252/200002

XRPX Acc No: N00-012814

Goods information processing procedure in computer network for supermarket - involves performing order process or alternative goods search process based on transmitted response from buyer enterprise computer

Patent Assignee: HITACHI LTD (HITA)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 11143966	A	19990528	JP 97304166	A	19971106	200002 B

Priority Applications (No Type Date): JP 97304166 A 19971106

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 11143966	A		16	G06F-019/00	

Abstract (Basic): JP 11143966 A

NOVELTY - Goods information is transmitted to a buyer enterprise computer (130) which fulfills specific proposal rules. A response is received by seller indicating whether goods are required. An order process or **alternative goods** search process is performed based on

the response received. DETAILED DESCRIPTION - An INDEPENDENT CLAIM is also included for goods information processing system.

USE - In computer network for supermarket, wholesale stores, etc.

ADVANTAGE - **Offers** bi-directional communication between buyer and seller thereby promoting business talk service efficiently. DESCRIPTION OF DRAWING(S) - The figure shows schematic diagram of goods processing apparatus. (130) Buyer enterprise computer.

Dwg.1/14

Title Terms: GOODS; INFORMATION; PROCESS; PROCEDURE; COMPUTER; NETWORK; SUPERMARKET; PERFORMANCE; ORDER; PROCESS; ALTERNATIVE; GOODS; SEARCH; PROCESS; BASED; TRANSMIT; RESPOND; **BUY** ; COMPUTER

Derwent Class: T01

International Patent Class (Main): G06F-019/00

International Patent Class (Additional): **G06F-017/60**

File Segment: EPI

14/5/47 (Item 43 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2003 Thomson Derwent. All rts. reserv.

012804548 **Image available**

WPI Acc No: 1999-610778/199952

XRPX Acc No: N99-450068

Promotional receipt issue method in financial transaction machine used in financial service distribution system

Patent Assignee: COMPUSCAN TECHNOLOGIES INC (COMP-N)

Inventor: BLUMBERG B B

Number of Countries: 087 Number of Patents: 007

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 9949405	A1	19990930	WO 99US6354	A	19990324	199952 B
AU 9932003	A	19991018	AU 9932003	A	19990324	200009
NO 9905757	A	20000124	WO 99US6354	A	19990324	200015
			NO 995757	A	19991124	
EP 983565	A1	20000308	EP 99914075	A	19990324	200017
			WO 99US6354	A	19990324	
US 6260758	B1	20010717	US 9847220	A	19980325	200142
ZA 9907287	A	20010725	ZA 997287	A	19991124	200147
JP 2001512609	W	20010821	JP 99548461	A	19990324	200155
			WO 99US6354	A	19990324	

Priority Applications (No Type Date): US 9847220 A 19980325

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 9949405 A1 E 33 G06F-017/60

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SL SZ UG ZW

AU 9932003 A G06F-017/60 Based on patent WO 9949405

NO 9905757 A G06F-000/00

EP 983565 A1 E G06F-017/60 Based on patent WO 9949405

Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LI LU MC NL PT SE

US 6260758 B1 G06F-017/60

ZA 9907287 A 33 G06F-000/00

JP 2001512609 W 28 G06F-017/60 Based on patent WO 9949405

Abstract (Basic): WO 9949405 A1

NOVELTY - If a patron's **transaction** is qualified for promotional offer, **transaction** -specific promotional processing is performed. Then, a promotional receipt from the **transaction** machine is printed selectively by variable print on demand process and provided to the patron. The promotional receipt includes patron interactive promotional section.

DETAILED DESCRIPTION - The promotional receipt which is an **alternate media transaction product** indicates to the patron whether they are an instant winner of random prize selection. The receipt also includes a financial section reporting financial details of the patron's **transaction**.

USE - In financial service distribution system used for standard ATM network function and point of sale **transaction** handling.

ADVANTAGE - Increases **transaction** volume and adds consumer value to their financial **transaction**. Strengthens partnership between financial service provider and merchant.

DESCRIPTION OF DRAWING(S) - The figure shows schematic block diagram of financial service distribution system.

pp; 33 DwgNo 2/6

Title Terms: PROMOTE; RECEIPT; ISSUE; METHOD; FINANCIAL; **TRANSACTION**; MACHINE; FINANCIAL; SERVICE; DISTRIBUTE; SYSTEM

Derwent Class: T01; T05

International Patent Class (Main): G06F-000/00; **G06F-017/60**

File Segment: EPI

14/5/48 (Item 44 from file: 350)

DIALOG(R) File 350:Derwent WPIX

(c) 2003 Thomson Derwent. All rts. reserv.

011372720 **Image available**

WPI Acc No: 1997-350627/199732

XRPX Acc No: N97-290692

Product selection and ordering system for on-line purchasing - in which buyer interface allows buyer to specify multiple - product order from buyer-chosen supplier, and transmit order to buyer-chosen supplier

Patent Assignee: DE LA MOTTE A L (DMOT-I)

Inventor: DE LA MOTTE A L

Number of Countries: 064 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 9717663	A1	19970515	WO 96US18133	A	19961108	199732 B
AU 9677283	A	19970529	AU 9677283	A	19961108	199737

Priority Applications (No Type Date): US 956604 P 19951109

Cited Patents: 6.Jnl.Ref; US 4799156; US 4992940; US 5175684; US 5319542; US 5361199

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 9717663	A1	E	78	G06F-017/60	
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Designated States (National): AM AT AU BB BG BR BY CA CH CN CZ DE DK EE ES FI GB GE HU IS JP KE KG KP KR KZ LK LR LT LU LV MD MG MN MW MX NO NZ PL PT RO RU SD SE SG SI SK TJ TM TT UA UG UZ VN

Designated States (Regional): AT BE CH DE DK ES FI FR GB GR IE IT KE LS LU MC MW NL OA PT SD SE SZ UG

AU 9677283	A			G06F-017/60	Based on patent WO 9717663
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Abstract (Basic): WO 9717663 A

The product selection and ordering system includes a computer system located near to a buyer, a trade-facilitating hub and one or

more vendors. The buyer enters business and trade information and also enters information regarding the various products available from the vendors, that the buyer desires to purchase (200). After buyer-information and product-selection information have been entered in the purchase-facilitating program, the information is combined into a composite document which is sent (228) to the trade facilitating hub.

At the hub, the composite document is conveyed into multiple documents which are sent to each corresponding vendor. The hub then forwards responses from the vendors to the buyer. If the buyer, and vendors use different languages, then the preferred system translates all correspondence into the appropriate language for the receiving party prior to sending.

USE/ADVANTAGE - Facilitating selection, ordering and purchasing of products using user interface such that user interface and product database are language-variable.

Allows buyer to select desired products from directory of products **offered** by suppliers, and to transmit order for selected products from corresponding supplier.

Dwg.39/39

Title Terms: PRODUCT; SELECT; ORDER; SYSTEM; LINE; PURCHASE; **BUY** ;
INTERFACE; ALLOW; **BUY** ; SPECIFIED; MULTIPLE; PRODUCT; ORDER; **BUY** ;
CHOICE; SUPPLY; TRANSMIT; ORDER; **BUY** ; CHOICE; SUPPLY

Derwent Class: T01

International Patent Class (Main): **G06F-017/60**

International Patent Class (Additional): G06F-015/00

File Segment: EPI

14/5/49 (Item 45 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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011109788 **Image available**

WPI Acc No: 1997-087713/199709

XRPX Acc No: N97-072203

Fuel and product dispensing and selling apparatus - has video control system which interfaces external audio/video signal source with audio/video signal source from another product ordering apparatus operator

Patent Assignee: GILBARCO INC (GILB-N)

Inventor: KAEHLER D L

Number of Countries: 002 Number of Patents: 004

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
AU 9656010	A	19970102	AU 9656010	A	19960614	199709 B
US 5798931	A	19980825	US 95217	A	19950614	199841
			US 96659304	A	19960606	
AU 705315	B	19990520	AU 9656010	A	19960614	199931
US 6032126	A	20000229	US 96659304	A	19960606	200018 N
			US 9821616	A	19980210	

Priority Applications (No Type Date): US 95217 P 19950614; US 96659304 A 19960606; US 9821616 A 19980210

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
AU 9656010	A		24	B67D-005/08	
US 5798931	A			G06F-017/00	Provisional application US 95217
AU 705315	B			B67D-005/08	Previous Publ. patent AU 9656010
US 6032126	A			G06F-017/60	Cont of application US 96659304
					Cont of patent US 5798931

Abstract (Basic): AU 9656010 A

The **selling** apparatus includes a fuel dispenser which measures and dispenses fuel to the customer while displaying information to the customer on a video display. A microphone is provided to relay the voice of the customer to the operator, and a speaker reproduces the voice of the operator. The apparatus also has a device which allows for other products to be ordered. The device has a data terminal which receives operator-keyed data about other products ordered by a customer.

A microphone is positioned to capture the voice of the operator during a **transaction** and is linked to the speaker at the fuel dispenser. Another speaker is linked to the first microphone in the fuel dispenser to reproduce the voice of the customer during a **transaction**. In this way, customers can signal and communicate through audio/video signals with the operator to order other products and the total **transaction** costs for fuel and other products are provided to the customer.

USE/ADVANTAGE - Combines total **transaction** cost from fuel and non-fuel sales, present finalised cost to customer at fuel dispenser, and allow payment at fuel dispenser itself. Allows customer to initiate and complete extended **transaction** from one location, providing added convenience to customer, while **offering** enhanced marketing and sales without hindering fuel service traffic flow.

Dwg.1/4B

Title Terms: FUEL; PRODUCT; DISPENSE; **SELL** ; APPARATUS; VIDEO; CONTROL; SYSTEM; INTERFACE; EXTERNAL; AUDIO; VIDEO; SIGNAL; SOURCE; AUDIO; VIDEO; SIGNAL; SOURCE; PRODUCT; ORDER; APPARATUS; OPERATE

Derwent Class: Q39; W04; X25

International Patent Class (Main): B67D-005/08; G06F-017/00; **G06F-017/60**

International Patent Class (Additional): G01G-019/413; G06G-007/48; G07F-007/08; G07F-013/00

File Segment: EPI; EngPI

Set	Items	Description
S1	176	AU=(MUELLER R? OR MUELLER, R?)
S2	20246786	PRODUCT? ? OR GOODS OR WARES OR EQUIPMENT OR MERCHANDI? OR ITEM? ? OR PART? ?
S3	7909083	BUYING OR BUY? ? OR SELL? ? OR SELLING OR TRANSACT? OR TRA- DING OR TRADE? ? SALE? ?
S4	468666	S2(1N) (SUPPLEMENT? OR ALTERNAT? OR REPLACE? OR BACKUP OR B- ACK()UP OR SECONDARY OR ANOTHER OR ADDITIONAL OR MULTIPL? OR - SPARE? OR UPGRADE? OR COMPLIMENT?)
S5	1379266	RANK? OR SCORE? OR SCORING
S6	8563351	OFFER? OR TENDER?
S7	5	S1 AND S4
S8	49191	S4(S)S3
S9	58952	S5(5N)S2
S10	86	S9(30N)S8
S11	6297	S8(20N)S6
S12	64	S11 AND S9
S13	139	S10 OR S12
S14	72	S13 NOT PY>1997
S15	58	RD (unique items)
S16	63	S15 OR S7
S17	62	RD (unique items)

? show file

File 9:Business & Industry(R) Jul/1994-2003/Nov 11
(c) 2003 Resp. DB Svcs.

File 15:ABI/Inform(R) 1971-2003/Nov 12
(c) 2003 ProQuest Info&Learning

File 16:Gale Group PROMT(R) 1990-2003/Nov 11
(c) 2003 The Gale Group

File 148:Gale Group Trade & Industry DB 1976-2003/Nov 12
(c)2003 The Gale Group

File 160:Gale Group PROMT(R) 1972-1989
(c) 1999 The Gale Group

File 275:Gale Group Computer DB(TM) 1983-2003/Nov 11
(c) 2003 The Gale Group

File 621:Gale Group New Prod.Annou.(R) 1985-2003/Nov 12
(c) 2003 The Gale Group

File 636:Gale Group Newsletter DB(TM) 1987-2003/Nov 11
(c) 2003 The Gale Group

17/3,K/1 (Item 1 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
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1900371 Supplier Number: 01900371 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Consumer Profile: Who Buys Snacks From Vending Machines?
(Some demographic characteristics of vending machine users)
Research Alert, v 15, n 14, p 7
July 18, 1997
DOCUMENT TYPE: Newsletter ISSN: 0739-358X (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 249

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...remaining 20% who leave a machine without making a purchase, failure of the products to **offer** good value for the price is the top reason for not **buying**, followed by poor product selection, unrecognizable brands, perception that the products are not fresh and/or lack of healthier alternative **items**.

When asked to **rank** the attributes they look for in vended snacks, consumers' top responses (in order of frequency...

17/3,K/2 (Item 2 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

1895617 Supplier Number: 01895617 (USE FORMAT 7 OR 9 FOR FULLTEXT)
ORACLE THREATENS TO WIPE OUT COMPETITION
(Oracle has launched its Oracle8, a much-revised version of its database management system)
Computer Business Review, v 5, n 7, p N/A
July 01, 1997
DOCUMENT TYPE: Journal ISSN: 0161-7389 (United Kingdom)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1058

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...man year' effort to build an object/relational product?: Oracle8 is a tentative start towards **offering** object database facilities but, for the most **part**, the **upgrade**'s main purpose is to add high-end sizzle to the underlying relational engine. On...

...for customers to store and manipulate image data - even by Oracle's admission, a low **ranking item** on user wishlists. Eventually, sometime next year, Oracle is promising a further handful of so...

17/3,K/3 (Item 3 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

1862052 Supplier Number: 01862052 (USE FORMAT 7 OR 9 FOR FULLTEXT)
ALABAMA EXPORTS RISE FIVE PERCENT IN 1996
(Alabama International Trade Center reports Alabama's exports reached \$5.6

bil in 1996, up about 5% from 1995 and about 70% over 1990 levels)
Mobile Press-Register , p N/A
May 27, 1997
DOCUMENT TYPE: Regional Newspaper; Ranking ISSN: 0745-9696 (United States
)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 404

ABSTRACT:
...be leading destinations for the state's exports. Canada remained
Alabama's traditional No.1 **trading** partner with a 17% increase in Alabama
imports from 1995 to \$1.33 bil worth of **goods** by 12/31/96. Japan **ranked**
second with a 3% increase in imports from 1995 to \$758.8 mil last year...

17/3,K/4 (Item 4 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

1450413 Supplier Number: 01450413 (USE FORMAT 7 OR 9 FOR FULLTEXT)
**Trading Card, Memorabilia Companies Diversify; Games, Collectibles Are
Among New Businesses**
**(Trading card marketers decided to expand into new businesses as they face
challenges in their core market)**
TLL The Licensing Letter, v XX, n 4, p 1+
April 1996
DOCUMENT TYPE: Newsletter ISSN: 8755-6235 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 786

ABSTRACT:
...card business. Also, the marketers want to attract new customers who may
not yet collect **trading** cards. Many other marketers seek new profit
centers and their diversification strategies range from adding a twist to
proven products, to creating new, completely unrelated **items** . **Score**
Board has reported that it will cut its work force by 20% and will
concentrate...

17/3,K/5 (Item 5 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
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1275779 Supplier Number: 01275779 (USE FORMAT 7 OR 9 FOR FULLTEXT)
THE EMPIRE STRIKES BACK
(IBM on the rebound, focuses on alternative channels)
VAR Business, v 11, n 13, p 58+
September 01, 1995
DOCUMENT TYPE: Journal; Cover Story ISSN: 0894-5802 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 3999

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:
...their channel colleagues to make plans to generate more revenue through
alternative channels. "Indirect channels **offer** us the most exciting
possibilities, not what we can **sell** through IBM direct," says Irving
Wladawsky-Berger, the new general manager of IBM's RISC...in its various
contracts.

IBM's Share
WHERE BIG BLUE STANDS
IN SELECTED MARKETS

Category	Product	Market Share	Rank	Competitors to Watch	Direction
Laptop PCs Desktop...	ThinkPads	29%	1	Toshiba	On the rise

17/3,K/6 (Item 6 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
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1094234 Supplier Number: 01094234 (USE FORMAT 7 OR 9 FOR FULLTEXT)
SPORTING GOODS: Blades and bikes blasting off
(The sporting goods industry sees individual sports on the increase; the top 10 sporting goods brands are ranked by sales)

Adweek Superbrands, p 126+
1995

DOCUMENT TYPE: Journal; Ranking (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1341

ABSTRACT:

...reduces side-spin. With its powerful, oversize clubhead, the Big Bertha has been the best- **selling** driver since its introduction in 1991. The top 10 sporting **goods** brands are **ranked** by sales. The top five brands are Nike, with sales of \$2,329 mil; Reebok...

17/3,K/7 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

02367330 116350037

Marketing strategies for fast-food restaurants: a customer view

Kara, Ali; Kaynak, Erdener; Kucukemiroglu, Orsay
British Food Journal v99n9 PP: 318-324 1997
ISSN: 0007-070X JRNL CODE: BFJ
WORD COUNT: 3891

...TEXT: cholesterol, but those factors such as easy preparation, taste and appeal to children dominate their **buying** behaviour[4].

Increased customer service is also becoming an important factor in fast-food restaurants' **offerings**. For instance, McDonald's Corporation makes service its primary focus. Domino's Pizza is testing...sandwiches, pizzas, fried chicken, Chinese food, Greek food and Mexican food (hamburgers or cheeseburgers still **rank** as the most popular **items** among US fast-food outlets[9, 10]. Nine fast-food restaurants were used in the...

17/3,K/8 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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02327486 86065196

Perceptions, corrections and defections: implications for service recovery in the restaurant industry

Mack, Rhonda; **Mueller, Rene** ; Crotts, John; Broderick, Amanda
Managing Service Quality v10n6 PP: 339-346 2000
ISSN: 0960-4529 JRNL CODE: MAQ
WORD COUNT: 3997

... **Mueller, Rene**

...TEXT: employees be trained to listen to customers and to make amends when they experience bad **products** /services.

Additional research, often using the critical incidents method, has dealt with customer defections as a result... asked about the methods of "recovery" used and their likelihood to return to the restaurant.

Additional items regarding the dining experience such as expenditure, who paid, and the purpose of the occasion...was close to evenly divided as either "good" or "poor". When a dinner companion or **another party** paid, however, the effort was perceived as more negative. With respect to age, older customers...41-50.

13. Parasuraman, A., Zeithaml, V.A. and Berry, L.L. (1988), "SERVQUAL: a **multiple - item** scale for measuring consumer perceptions of service quality", Journal of Retailing, Vol. 64 No. 1...

17/3,K/9 (Item 3 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)
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02240431 84987116

Best practice in the car after-sales service: An empirical study of Ford, Toyota, Nissan and Fiat in Germany - Part 1

Olajide Omotuyi Ehinlanwo; Mohamed Zairi

Business Process Re-Engineering & Management Journal v2n2 PP: 39 1996

ISSN: 1355-2503 JRNL CODE: BPMT

WORD COUNT: 6866

...TEXT: opportunities with fixed repayment agreements. A discount or rebate system is also practised. The discount **offered** is dependent on the form of product delivery. On average this discount is about 35 per cent of the **selling** price. Special bonus plans in place include the MOS bonus scheme and a bonus system...

... from the "initial fitting" when the car is sold (Erst-ausrüstung). The profit margin on **parts** is about 17 per cent.

Ranking of policies. Asked to rank the effectiveness of its policies, Fiat **ranked** its **product** policies as very effective, its promotion, distribution and service policies as effective, its price policies...

17/3,K/10 (Item 4 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)
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01713143 03-64133

Upgrading and retrofitting RTOs

Mannuzza, Michael; **Mueller, Richard H**

Pollution Engineering v30n10 PP: 54-56 Oct 1998

ISSN: 0032-3640 JRNL CODE: POL

... **Mueller, Richard H**

...ABSTRACT: an existing RTO is to increase its waste air handling capacity. Another common reason companies **upgrade** existing **equipment** is to improve performance. If a plant needs to improve the destruction efficiency of its...

17/3,K/11 (Item 5 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01389983 00-40970

Out with the specialists

Adler, Jane
Credit Card Management v9n12 PP: 48-53 Mar 1997
ISSN: 0896-9329 JRNL CODE: CCM
WORD COUNT: 2424

...TEXT: But he counters that the whole field of collections is growing in complexity: "With queues, **scores**, third- **party** recovery management and recovery **scoring**, the same concepts and principles apply. So, why not roll all (the products) together?"

Good question. Perhaps as technology advances and more lenders try to sell **multiple products** to customers, including cards, customerbased collections will take off.

17/3,K/12 (Item 6 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00964696 96-14089

Technology use among property managers

Anonymous
Journal of Property Management v60n1 PP: 42 Jan/Feb 1995
ISSN: 0022-3905 JRNL CODE: JPM
WORD COUNT: 262

...TEXT: in the next year. Modems on site ranked a close second, with some current users **buying additional equipment**.

High productivity was **ranked** as the most important benefit of almost every technology, followed by better customer service.

High...

17/3,K/13 (Item 7 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00962130 96-11523

1995 SGB/NFLP Retail Merchandising Awards

Anonymous
Sporting Goods Business v28n1 PP: 59-64 Jan 1995
ISSN: 0146-0889 JRNL CODE: SGB
WORD COUNT: 2979

...TEXT: had a tough time on the field this season, but this nearby Herman's location **scored** double digit increases in NFL **merchandise**

sales. And while sales have been resurging in Herman's stores since the chain went...team-identified cars from Mattel.

"In many situations, a consumer leaves our store with an **additional item** because we are the only shop in town that **offers** certain products," he says. "Not too many people come to a store looking for a rug, but when you **offer** it, it **sells**."

As for the future, Beeler explains that store plans to continue with what has worked...

17/3,K/14 (Item 8 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00950965 96-00358

The Catalog Age report

Dowling, Melissa

Catalog Age v11n12 PP: 54-81 Dec 1994

ISSN: 0740-3119 JRNL CODE: CTA

WORD COUNT: 7994

...TEXT: rate Central/South America and Eastern Europe highly. While the Far East slipped in top **ranking** as an important **merchandise** source, from 18% of all respondents last year to 13% this year, consumer and b...

...us the Far East is twice as important a source as Europe, which only 9% **ranked** as a prime **merchandise** source, and seven times as important as Eastern Europe, rated highly by 3%."

To improve...

... 13% are considering wholesaling. Not surprisingly, Schmid notes, b-to-b respondents and catalogers that **sell** to both markets are more aggressive in the wholesale arena. About 74% of those hat **sell** to both markets presently **offer** their products to others at the wholesale level, while 64% of b-to-b marketers...

17/3,K/15 (Item 9 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00912049 95-61441

Consumer preferences for quality and freshness attributes of eggs

Ness, Mitchell R; Gerhardy, Hubert

British Food Journal v96n3 PP: 26-34 1994

ISSN: 0007-070X JRNL CODE: BFJ

WORD COUNT: 5572

...TEXT: pairs. The full concept method presents respondents with a series of full descriptions of the **product** concepts and requires them to **rank** (using card-sorting techniques) or score each concept according to their preference or willingness to **buy** .

The number of product concepts is equal to the product of the number of levels...

17/3,K/16 (Item 10 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00858821 95-08213

Understanding customer abilities in product concept tests

Duke, Charles R

Journal of Product & Brand Management v3n1 PP: 48-57 1994

ISSN: 1061-0421 JRNL CODE: JPB

WORD COUNT: 4230

...TEXT: ARTIFICIAL SITUATION

Decisions are often requested such as placing value on the concept versus other **products** by **ranking** or by distributing points or "chips" among **alternative products**. The respondents are asked to decide whether this concept would be purchased instead of competing...

17/3,K/17 (Item 11 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00828717 94-78109

The all-in-one vendor

Daly, James J

Credit Card Management v6n11 PP: 63-67 Feb 1994

ISSN: 0896-9329 JRNL CODE: CCM

WORD COUNT: 1931

...TEXT: could get a credit report from Equifax. Once the customer is booked, the issuer could **offer additional products** or services by having the customer call a toll-free number manned by Integratec staff...

...a handsome return on investment in new products and technology.

MORE DEMANDING

Card Services' latest **product**, called **ScoreCard**, came out in 1993 as the small issuer's answer to the GM card and...

... for miles on major domestic carriers; 30,000 points are needed for a free trip. **ScoreCard** also offers points redeemable for **merchandise**, and allows issuers to offer rebates a la the Discover card. Equifax negotiates ScoreCard's...

17/3,K/18 (Item 12 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00774936 94-24328

Produce-ing profits

Bennett, Stephen

Progressive Grocer v72n10 PP: 97-122 Oct 1993

ISSN: 0033-0787 JRNL CODE: PGR

WORD COUNT: 2693

...TEXT: worked wonderfully, says Richter. That promotion was supported with an end display that featured both **items**.

Among vegetables, mushrooms **rank** ninth in both sales and DPP return on investment (\$14.34). Marsh produce departments offer...

... in sales per foot of display space. Marsh supports this traditionally strong item with a **buy** one, get one free **offer**. To give broccoli a special look, the product is displayed upright, with the stalks planted...

... which helps drive the item to the most annual inventory turns--450--of any produce **item**. Bananas also **rank** high in terms of the amount of display space they occupy. Their DPP return on...

17/3,K/19 (Item 13 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00677358 93-26579

Risk-based pricing

Peters, Rich

Credit World v81n4 PP: 14-17 Mar/Apr 1993

ISSN: 0011-1074 JRNL CODE: CW

WORD COUNT: 1745

...TEXT: credit lines, lower interest rates and additional insurance coverage, to name just a few.

Cross- **sell** initiatives take on many of the same risk-based strategies as product upsell. Once low-risk customers are identified using behavior scorecards and generic credit bureau **scorecards**, **alternative products** can be **offered** to the customer that provide additional utility. Bankcard customers can be given a separate revolving...

17/3,K/20 (Item 14 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00654480 93-03701

Another New Product Caught in Options-Futures Tangle

Lux, Hal

Investment Dealers Digest v58n50 PP: 8 Dec 14, 1992

ISSN: 0021-0080 JRNL CODE: IDD

WORD COUNT: 555

...TEXT: an out-of-the-money call on a stock he owns. The Amex designed the **product** to **replace** its popular Primes and **Scores products**, the last of which expired in August. Bounds, combined with "Leaps" or long-dated call...

17/3,K/21 (Item 15 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00635215 92-50155

Card Marketers Know the Score

Lucas, Peter

Credit Card Management v5n6 PP: 76, 78 Sep 1992

ISSN: 0896-9329 JRNL CODE: CCM

WORD COUNT: 790

...ABSTRACT: the holder of an auto loan is a good candidate for a credit card. Cross- **selling** increases cardholder loyalty to the bank. A cross-
selling strategy, however, requires that bankers standardize **scoring**
and risk criteria across all **product** lines. That is opening new
opportunities for scoring firms.

17/3,K/22 (Item 16 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00099331 79-14364

Japan Changes Avon's Make-Up

Salmans, Sandra

International Management v34n7 PP: 42-43 July 1979

ISSN: 0020-7888 JRNL CODE: IMG

ABSTRACT: In 1978, Avon **Products** Inc. became the 4th- **ranking** foreign
cosmetics firm in Japan and the firm has just begun its first manufacturing
venture in that country. In the 10 years that Avon has been **selling** to
Japan, changes in marketing methods, product lines, and management
recruiting techniques, as well as...

17/3,K/23 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

07942396 Supplier Number: 66280258 (USE FORMAT 7 FOR FULLTEXT)
**An evaluation of the behavior-based equipment model.(semiconductor
industry)**

Reithofer, Walter; Loo, Johnson; **Mueller, Roland** ; Eshkar, Uri

Solid State Technology, v43, n10, p121

Oct, 2000

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Refereed; Trade

Word Count: 3043

Reithofer, Walter; Loo, Johnson; **Mueller, Roland** ; Eshkar, Uri
... to-point limitation imposed by existing industry standards). This
allows a concurrent integration of the **equipment** with **multiple**
applications (even from different vendors). Applications can be added at
any time as needed.

Integration...

17/3,K/24 (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

05273200 Supplier Number: 48033381 (USE FORMAT 7 FOR FULLTEXT)

TO THE EDITOR

InfoWorld, p108

Oct 6, 1997

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1200

... items from hundreds of vendors. I rarely sell less than \$200,000 per order in **equipment**, including hundreds of **items** from **scores** of vendors.

To remain competitive, I have to control costs. If I had to order that same **equipment** from **multiple**, individual manufacturers (thereby cutting out the middleman), I would have to become my own "middleman..."

17/3,K/25 (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

05065440 Supplier Number: 47436468 (USE FORMAT 7 FOR FULLTEXT)

TARGETING SMALL BUSINESS

Credit Risk Management Report, v7, n10, pN/A

June 2, 1997

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 176

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

One new **product** is providing direct marketing **scores** on small businesses for banks. Venture, the small business risk score service, was developed by...

... can assess the financial risk of an individual small business in order to tailor preapproved **offers** or invite a company to apply for credit. The product also can be used to cross-**sell** new or **additional** financial **products** to existing small business customers, says Asch.

Experian's ability to link business and personal...

17/3,K/26 (Item 4 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

04447894 Supplier Number: 46528724 (USE FORMAT 7 FOR FULLTEXT)

Salvaging sunken chips, part 1

InfoWorld, p072

July 8, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 4118

... as 20 percent. The last three categories were each worth 5 percent of the final **score**.

We tested each **product** individually to isolate advantages and point out the strengths and weaknesses of each. This allows...

...manufactured by Cyrix Corp., is sold under the Evergreen 586/133 brand name. Recently, Evergreen **offered another product** under the same name: Advanced Micro Devices Inc. makes the 586/133A, which has been... award any points in this category.

Support and Pricing

Documentation Good 0.3

The hardest **part** about **scoring** the documentation on an existing machine is finding it! Once found, the documentation was good...

17/3,K/27 (Item 5 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

04311541 Supplier Number: 46320034 (USE FORMAT 7 FOR FULLTEXT)
**MOTOROLA AND DIGI-MEDIA LEAD THE WAY FOR THE QUEEN'S AWARD FOR EXPORT
ACHIEVEMENT**

Computergram International, n2897, pN/A
April 22, 1996
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 594

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...of the last three years, won due recognition for its Public Network Group's telecommunication **products**. **Another** winner was European exporter Quick Controls Ltd of Middleton, Manchester, for **selling** its touch display screens. The GPS unit of Nortel Radio Infrastructure, a small subsidiary of Northern Telecom Ltd **scored** with its **equipment** to simulate radio frequency signals emanating from satellites, used to test global positioning receivers by...

17/3,K/28 (Item 6 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

03805651 Supplier Number: 45426066 (USE FORMAT 7 FOR FULLTEXT)

Varian Enters SSI Case

Electronic News (1991), p1
March 27, 1995
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1212

... Sabado '- for money and other considerations - to steal numerous, valuable and proprietary engineering drawings of **replacement parts** for Lam OEM **equipment** .' Mr. Sabado allegedly took ' **scores** , and perhaps hundreds, of confidential, proprietary and valuable engineering drawings of Lam which Duncan received and passed on to the SSI defendants for the purpose of manufacturing and **selling** knock-off replacement parts,' the lawsuit adds.

Mr. Sabado provided a declaration to Lam's...

17/3,K/29 (Item 7 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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03492359 Supplier Number: 44883414 (USE FORMAT 7 FOR FULLTEXT)
**VARS SEE SOLID FUTURE: Intergraph's Release 5.0 wins praise for solids
modeling, Windows NT capabilities**

VARbusiness, p63
August, 1994
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 849

... says Gravatte. Softdesk earned its highest score for breadth of applications, 9.11.

Intergraph also **scored** favorably for its **product** 's built-in design capability. 'MicroStation has a shading package and a solids modeling package...

...product. More than that, VARs say AutoCAD has consistently shown itself to be the best **buy** for the money. An Autodesk VAR explains: 'When Autodesk first hit the market, it took off because it **offered** high-end, workstation-like functionality at a PC price.' The company has continued that tradition...

17/3,K/30 (Item 8 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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03210362 Supplier Number: 44402315 (USE FORMAT 7 FOR FULLTEXT)
The All-in-One Vendor
Credit Card Management, p63
Feb, 1994
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1983

... could get a credit report from Equifax. Once the customer is booked, the issuer could **offer additional products** or services by having the customer call a toll-free number manned by Integratec staff...

...a handsome return on investment in new products and technology.
More Demanding

Card Services' latest **product** , called **ScoreCard** , came out in 1993 as the small issuer's answer to the GM card and...

...for miles on major domestic carriers; 30,000 points are needed for a free trip. **ScoreCard** also offers points redeemable for **merchandise** , and allows issuers to offer rebates a la the Discover card. Equifax negotiates ScoreCard's...

17/3,K/31 (Item 9 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

02937587 Supplier Number: 43971945 (USE FORMAT 7 FOR FULLTEXT)
RANK HAS CONSIDERED SELLING RANK XEROX STAKE - BUT DON'T HOLD YOUR BREATH
Computergram International, n2212, pN/A
July 16, 1993
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 552

... pence yesterday morning in response to news of an enhanced share alternative for investors. The **alternative** is **part** of several changes to **Rank** 's dividend policy. The London-based group proposes to accelerate paying dividends to its shareholders...

17/3,K/32 (Item 10 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

02644760 Supplier Number: 43521597 (USE FORMAT 7 FOR FULLTEXT)
Another new product caught in options-futures tangle: OCC raises questions on Amex's 'Bounds'

Investment Dealers' Digest, p8
Dec 14, 1992
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 558

... an out-of-the-money call on a stock he owns. The Amex designed the **product** to **replace** its popular Primes and **Scores products**, the last of which expired in August. Bounds, combined with 'Leaps' or long-dated call...

17/3,K/33 (Item 11 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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02211535 Supplier Number: 42881319 (USE FORMAT 7 FOR FULLTEXT)
Does spending money on tour endorsements pay?
Golf Pro Merchandiser, v0, n0, p52
April, 1992
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1782

... do not live in a vacuum. Almost every research study on why consumers purchase one **product** over **another ranks** "Used by Touring Professionals" near the bottom, while performance attributes (what the product can do...

17/3,K/34 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

13271568 SUPPLIER NUMBER: 72470479 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The Impact of Nationalism, Patriotism and Internationalism on Consumer Ethnocentric Tendencies. (in Turkey and the Czech Republic)
Balabanis, George; Diamantopoulos, Adamantios; **Mueller, Rene Dentiste** ;
Melewar, T.C
Journal of International Business Studies, 32, 1, 157
Spring, 2001
ISSN: 0047-2506 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 8536 LINE COUNT: 00763

... **Mueller, Rene Dentiste**
... were thought to be the main reason for the Russians' lack of bias against imported **goods** .

(2.) **Another** seemingly similar construct is "cosmopolitanism" (Cannon et al., 1994) which comprises an individual's propensity...

17/3,K/35 (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

10158629 SUPPLIER NUMBER: 20052694 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Teaching old models: neural tricks. (effects of neural network in bank

marketing) (Market Research v1.1)

O'Donell, Dorothy

Bank Marketing, v29, n8, p26(6)

August, 1997

ISSN: 0888-3149

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1721

LINE COUNT: 00138

... costs while maintaining or increasing your number of responses.

Cross-Sell

Instead of trying to **sell** additional products to all prospects who don't own the products, a cross- **sell** model lets you **score** each household for each **product** based on their probability to **buy** . Like a response model, a cross- **sell** model lets you reduce mailing costs and increase response rates while boosting your cross- **sell** ratio.

Attrition

You develop this type of model with data from customers who have already...

17/3,K/36 (Item 3 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

09960968 SUPPLIER NUMBER: 20061172 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Listening to customers adds value in the office supply buy.

Avery, Susan

Purchasing, v123, n8, p50(2)

Nov 27, 1997

ISSN: 0033-4448

LANGUAGE: English

RECORD TYPE: Fulltext

WORD COUNT: 705

LINE COUNT: 00062

Suppliers to Quaker Oats, for instance, add value by providing benefits beyond delivery of basic **products** or services, says Jan **Rankaitis** . **Rankaitis** , who manages Quaker's office supplies agreement with BT Office Products International (BT OPI), views...

...system, Quaker can determine percentage of office products purchased from minority suppliers; the supplier also **offers** minority-owned **product alternatives** to supplies ordered from non-minority-owned businesses.

Buyers at the World Bank view value...

17/3,K/37 (Item 4 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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09647552 SUPPLIER NUMBER: 18307873 (USE FORMAT 7 OR 9 FOR FULL TEXT)

An exploratory investigation of interpersonal trust in new and mature market economies.

Dahlstrom, Robert; Nygaard, Arne

Journal of Retailing, v71, n4, p339(23)

Winter, 1995

ISSN: 0022-4359

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 9915

LINE COUNT: 00964

... Norway than in former Eastern bloc countries.

Although Shane's (1992) thesis is consistent with **transaction** cost analysis, the trust proxy (PDI) he employed **offers** limited insight into whether **trading** partners trust one **another** . The **items** in the measure address perceptions of a supervisor's decision-making style and of a...

Activities.

62

2. Training and Courses.

78

3. Management and Control.

79

Notes: (R) - Reverse **scored**

(**) - Indicates that the **item** was removed due to poor item to-total correlations.

NOTES

(1.) We are indebted to...

17/3,K/38 (Item 5 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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09470464 SUPPLIER NUMBER: 19389176 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Building new services on cyber foundation. (retailers employ Web services to lower costs and utilize information) (Industry Trend or Event)

Ricadela, Aaron; Lanctot, Roger C.

Computer Retail Week, v6, n168, p37(3)

April 28, 1997

ISSN: 1066-7598 LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 3762 LINE COUNT: 00303

...ABSTRACT: offers smaller retailers an inexpensive alternative to electronic data interchange (EDI). A survey of retailers **ranks product** availability and pricing higher than online ordering capabilities in the selection of a distributor.

... 30-day trial version, which can be upgraded to a full version online.

Symantec is **offering** ESD to attract incremental sales from potential customers motivated to **buy** on the spot, said Susan Thomas, manager of electronic commerce for Symantec. The company uses...

17/3,K/39 (Item 6 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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08802666 SUPPLIER NUMBER: 18462455 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Salvaging sunken chips. (upgrading 486-based computer with upgrade processors, controllers, hard drives, memory, video cards) (includes related articles on summarized results and testing methodology, also table of products) (Hardware Review) (Evaluation)

Jefferson, Steve; Nelson, Andy

InfoWorld, v18, n28, p72(9)

July 8, 1996

DOCUMENT TYPE: Evaluation

ISSN: 0199-6649

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 8326 LINE COUNT: 00650

... as 20 percent. The last three categories were each worth 5 percent of the final **score**.

We tested each **product** individually to isolate advantages and point out the strengths and weaknesses of each. This allows...

...manufactured by Cyrix Corp., is sold under the Evergreen 586/133 brand name. Recently, Evergreen **offered another product** under the same name: Advanced Micro Devices Inc. makes the 586/133A, which has been... award any points in this category.

Support and Pricing

Documentation Good 0.3

The hardest **part** about **scoring** the documentation on an existing machine is finding it! Once found, the documentation was good...of the product (\$139) plus 15 minutes of labor for installation equaled a very good **score** for this **product** .

Final **Score** 7.4

Diamond Stealth64 Video 3200

Diamond Multimedia Systems Inc.

San Jose, Calif.

(408) 325...this capability.

Scores are summed to yield the final score out of a maximum possible **score** of 10. **Products** rated within 0.2 points of one another differ little. Weightings represent average relative importance...

...technology or set of capabilities that are unusually valuable or revolutionary compared to competitors. The **product** must also **score** at least satisfactory in all Report Card categories and receive a final score of 7...each of the solutions and run the same series of benchmarks. After each solution was **scored** , we removed the upgrade **product** (s) and reset the machine to its original configuration, then we began again with the...
...careful notes on how easy each product was to install and configure. In order to **score** a satisfactory, the **product** had to install with a minimum of effort and time; changing a few jumpers was...

...when an administrator will need to refer to this wealth of information. In order to **score** a satisfactory, a **product** 's documentation had to describe the product, how to install it, and how to use...products in the aftermarket stage. Because support is a factor in the purchase of a **product** , we **scored** the upgrade **products** ' support policies accordingly. Each vendor needed to provide unlimited telephone support and a one-year...

17/3,K/40 (Item 7 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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08124425 SUPPLIER NUMBER: 17389671 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Plastics technology: manufacturing handbook & buyers' guide 1995/96. (Buyers Guide)

Plastics Technology, v41, n8, pCOV(941)

August, 1995

DOCUMENT TYPE: Buyers Guide

ISSN: 0032-1257

LANGUAGE: English

RECORD TYPE: Fulltext

WORD COUNT: 174436 LINE COUNT: 15187

... coextruders, as well as dies, profile sizers, cooling tanks, and custom-engineered screws. Also rebuilds **equipment** .

DR. COLLIN GMBH

See Carl G. Brimmekamp & Co.

DROSSBACH N.A., INC.

Extruders and complete...up to eight batches/hr and range from 800 to 4500 liters. Sonic stocks commonly **replaced spare parts** .

Plas Mec also manufactures DGL gravimetric dosing units, CRS resin-feeding units, and bag-weighing...**PLASTICS MACHINERY**

Remanufactures and converts injection molding machinery and will retrofit machine-control systems to **upgrade** both electrical and hydraulic systems to meet molding requirements for standardization of all makes and models of machinery. **Offers** E-2000 programmable control system, E-4000 closed-loop system for machines to 1000 tons...for new or used injection molding machines. Retrofit packages include complete programming and

installation services.

Scoremaster EL provides sophisticated machine sequence control, PID barrel and auxiliary temperature control of up to...

...with velocity profiling, cushion, position, and closed-loop packing pressure, back-pressure, and holding pressure. **Scoremaker** IA interfaces to earlier models of SCI control systems. **Scoremaker** IIA adds closed-loop injection process control to any machine with any type of control...

17/3,K/41 (Item 8 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

08057601 SUPPLIER NUMBER: 17154223 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Scoring in tiered-pricing strategies. (credit unions)(includes related article)

Friedland, Marc

Credit Union Executive, v35, n4, p30(5)

July 17, 1995

ISSN: 0011-1058

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 2396 LINE COUNT: 00214

... capacity to repay the loan.

Besides the variables in Table I, a credit union can **offer alternative products**, again depending on the portfolio type. It could down- **sell** to higher-risk applicants and up- **sell** to low-risk applicants. For example, the credit union could **offer** a gold card to a low-risk individual applying for a standard card.

Table II...a credit bureau (since most developers of application and behavior scorecards include a credit bureau **score** as **part** of the total **score**) or gathered on an account by the credit grantor.

Credit unions can acquire credit bureau...

17/3,K/42 (Item 9 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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07982923 SUPPLIER NUMBER: 17235306 (USE FORMAT 7 OR 9 FOR FULL TEXT)
CII LAUNCHES ITS WORLD WIDE WEB "HOME PAGE" URL address,
<http://www.compint.com>.

Business Wire, p7111112

July 11, 1995

LANGUAGE: English

RECORD TYPE: Fulltext

WORD COUNT: 351 LINE COUNT: 00038

... industry, and a gateway to the breadth of information that CII provides. Includes actual CII **ScoreCards -- products** that track market share, industry penetration rates, competition, customer **buying** habits, brand loyalty and **product replacement** rates, and identify major purchasers. Also, thought-provoking industry comments from CII's executive vice...

17/3,K/43 (Item 10 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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07805864 SUPPLIER NUMBER: 16766782 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Varian enters SSI case. (Varian Associates files suit against Semiconductor Spares Inc)

Dorsch, Jeff

Electronic News (1991), v41, n2058, p1(2)

March 27, 1995

ISSN: 1061-6624

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 1274

LINE COUNT: 00099

... Sabado " - for money and other considerations - to steal numerous, valuable and proprietary engineering drawings of **replacement parts** for Lam OEM **equipment** ." Mr. Sabado allegedly took " **scores** , and perhaps hundreds, of confidential, proprietary and valuable engineering drawings of Lam which Duncan received and passed on to the SSI defendants for the purpose of manufacturing and **selling** knock-off replacement parts," the lawsuit adds.

Mr. Sabado provided a declaration to Lam's...

17/3,K/44 (Item 11 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

07612873

SUPPLIER NUMBER: 15937911

(USE FORMAT 7 OR 9 FOR FULL TEXT)

Merchandise. (1995 Catalog Age Report)

Dowling, Melissa

Catalog Age, v11, n12, p65(2)

Dec, 1994

ISSN: 0740-3119

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 909

LINE COUNT: 00068

... rate Central/South America and Eastern Europe highly. While the Far East slipped in top **ranking** as an important **merchandise** source, from 18% of all respondents last year to 13% this year, consumer and b...

...us the Far East is twice as important a source as Europe, which only 9% **ranked** as a prime **merchandise** source, and seven times as important as Eastern Europe, rated highly by 3%."

To improve...

...13% are considering wholesaling. Not surprisingly, Schmid notes, b-to-b respondents and catalogers that **sell** to both markets are more aggressive in the wholesale arena. About 74% of those that **sell** to both markets presently **offer** their products to others at the wholesale level, while 64% of b-to-b marketers...

17/3,K/45 (Item 12 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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06816409

SUPPLIER NUMBER: 14680368

(USE FORMAT 7 OR 9 FOR FULL TEXT)

The eight myths of direct selling: looking for the big payoffs of being on your own? Well, before you jump in, here's what you really need to know about the direct sales business. (includes tips from the Direct Selling Education Foundation)

Angelo, Jean Marie

Black Enterprise, v24, n5, p62(7)

Dec, 1993

ISSN: 0006-4165

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 3502

LINE COUNT: 00271

... business opportunity. The details of each company's sales plan may differ, but generally all **offer** products through sales representatives who sign on as independent contractors. In turn, they **sell** via personal appointments or parties. Some sales representatives do earn tidy incomes. However, most use...

...additional bonus compensation, or overrides, if you recruit others to sell.

Mary Kay Cosmetics, Shaklee **Products** , Primerica Financial Services and **scores** of other direct-marketing companies rely on MLM plans. The commission you make for selling...

17/3,K/46 (Item 13 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

06510174 SUPPLIER NUMBER: 14411851 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Stock markets fight for shares. (competition among European stock exchanges) (Cover Story)

Stonham, Paul; Sasseen, Jane; Mason, Joanne; Shipman, Alan
International Management, v48, n3, p32(6)
April, 1993

DOCUMENT TYPE: Cover Story ISSN: 0020-7888 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 4557 LINE COUNT: 00382

... heavily traded futures contract in Europe. With more than twice the volume of the top- **ranked product** on Liffe, it **ranks** second only to US Treasury bond futures in global market share.

As global trading in...

...products with a decentralized system of national markets all able to trade freely in one **another 's products** .

'As electronic trading develops, the Matif and the others will be able to **offer** all the same contracts

17/3,K/47 (Item 14 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

05924113 SUPPLIER NUMBER: 12235828 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Backup software; InfoWorld evaluates a half-dozen packages, in both DOS and Windows versions, from the three leading vendors. (includes related articles on testing procedures and an executive summary) (Software Review) (Overview of six evaluations of backup software) (Evaluation)

Bigley, Tom
InfoWorld, v14, n22, p59(7)
June 1, 1992

DOCUMENT TYPE: Evaluation ISSN: 0199-6649 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 4648 LINE COUNT: 00397

...ABSTRACT: programs are the most expensive, but offer super-secure DES-level encryption. The companies all **offer** good technical support, although Symantec's telephone lines are frequently busy. Central Point Backup for DOS is considered the best **buy** , as it includes the Windows version for free.

TEXT:

For recovering data, **scores** of **products** are available -- antivirus programs, unerasing and unformatting utilities, and special programs designed to repair or...

... identifying and restoring our damaged files. Fastback for DOS performed sufficiently well to earn a **score** of satisfactory, however. The Norton **products** offer the bonus of printing a report on backed up files.

PERFORMANCE: SPEED

All of the speed **scores** were close. The two Norton **products** were the fastest, with Central Point Backup for DOS just 4 percent behind. The others...

...for DOS reported and recovered 100 percent of the damaged files. We award an excellent **score** to **products** that fully recover data and are capable of printing a separate report.

Speed: We score speed based on a curve. The fastest **product** earns an excellent **score**; the other **products** earn excellent or lower **scores** depending on how far behind the leader they finish.

The data we backed up in...of compression). This compression setting varied for each package.

We also discussed but did not **score** the **products**' performance in backing up the same test data to two other devices: another hard drive... down to one decimal place to yield the final score out of a maximum possible **score** of 10. **Products** rated within 0.2 points of one another differ little. Weightings represent average relative importance...
...card to your company's needs by using your own weightings to calculate the final **score**.

Products receive InfoWorld Buyers Assurance Seals if they meet the following conditions: Software vendors must offer...

...the products, and hardware vendors must offer a one-year repair or replacement warranty. No **product** is eligible that receives a **score** lower than satisfactory in any of our Report Card categories. Vendors who qualify have signed...

17/3,K/48 (Item 15 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

05886311 SUPPLIER NUMBER: 12283903 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Water treatment chemicals and services. (includes related article on financial performance of water treatment companies) (Cover Story)

Mullin, Rick; Kiesche, Elizabeth S.

Chemical Week, v150, n19, p32(6)

May 13, 1992

DOCUMENT TYPE: Cover Story ISSN: 0009-272X

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 2614 LINE COUNT: 00278

... role played by service in water treatment, noting that major companies work with hundreds of **products** from **scores** of chemistry and that success is achieved through targeted application. "Our staff representative is a water consultant to the plant," says Cappeline. "**Buying** the chemicals is really just economic scorekeeping because the real value of what the customer..."

17/3,K/49 (Item 16 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

05592946 SUPPLIER NUMBER: 12399671 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Manufacturers. (laser industry) (The 1992 Buyers Guide) (Directory)
Laser Focus World, v27, nSPEISS, p746(155)
Dec 15, 1991
DOCUMENT TYPE: Directory ISSN: 0740-2511 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT
WORD COUNT: 139277 LINE COUNT: 11434

... storage, processing, transmission and output.
* Eastman Kodak Co, (div of Eastman Fine Chemicals) Laboratory &
Research **Products** Div, 101 Lee Ad, Rochester, NY 14652-3512;
800-225-5352, FAX 716-722- 3179...e 5, 1983 European technical center for
Isomet acousto-optic products and graphic arts systems. **Offers** custom
design and development for AO devices, RF drivers and subassemblies for
single and OEM...

17/3,K/50 (Item 17 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

05521923 SUPPLIER NUMBER: 11551981 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**'Americanized' Italian shuttle machines seek U.S. niche. (shuttle
blow-molding machines from Graham Engineering Corp.) (Blow Molding)**
Schut, Jan H.
Plastics Technology, v37, n11, p37(3)
Oct, 1991
ISSN: 0032-1257 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1497 LINE COUNT: 00118

... now be adjusted using adjustment screws on one side of the head.
Difficulty in obtaining **spare parts** rankles owners of older
Techne machines. The first U.S. agent, Technipack Corp., reportedly
discontinued the line shortly after **selling** the first machines, so parts
had to be ordered from Italy, taking up to two...

17/3,K/51 (Item 18 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

05200704 SUPPLIER NUMBER: 10953931 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Louisville's show of shows. (International Lawn, Garden and Power Equipment
Exposition)**
Nesbitt, Scott
Implement & Tractor, v106, n6, p12(3)
June-July, 1991
ISSN: 0019-2953 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1147 LINE COUNT: 00087

... of what they saw at the show. Lawnmowers topped the list, at 14
percent, with **replacement parts** and supplies for power equipment coming
in at 13 percent, and commercial mowing **equipment** **scoring** third at 11
percent.

That same survey confirmed the business-like nature of the show...

17/3,K/52 (Item 19 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

04869341 SUPPLIER NUMBER: 09144230 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Test case. (a new method for consumer testing fragrances, includes case studies)

Platts, Liz

Soap Perfumery & Cosmetics, v63, n10, p53(2)

Oct, 1990

ISSN: 0037-749X

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 1228

LINE COUNT: 00090

... this second stage are the real candidates for purchase. Now the respondent is asked to **rank products** in overall preference order. "If you're going to **buy** just one which one would it be?" If it's a **multiple purchase product** like lipstick we would ask if there are any others that they would buy in...

17/3,K/53 (Item 20 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

04591150 SUPPLIER NUMBER: 08516888 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Colorado Memory Systems Inc. (electrical and software engineering employment opportunities)

EDN, v35, n11A, p66(1)

May 17, 1990

ISSN: 0012-7515

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 334

LINE COUNT: 00027

... Class" by PC World magazine. Engineers hired to work at CMS will refine existing tape **backup products** and design new ones.

CMS is an offshoot of Colorado Time Systems, which has been producing **scoreboards** and timing **equipment** for aquatic sports since 1972. The founding engineers then diversified into the computer peripherals market...

17/3,K/54 (Item 21 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

03524174 SUPPLIER NUMBER: 06460896 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Merchandising your store for profit. (auto parts store) (1988 Retail Aftermarket Guide)

Evans, David A.

Automotive Marketing, v17, nGUIDE, p56(9)

Spr, 1988

ISSN: 0193-3264

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 5405

LINE COUNT: 00408

... customer to the store in the first place. It's the type of literature which **sells additional parts** and services.

Store Lighting

Lighting **ranks** second on the list of importance factors for a retail store, right behind merchandise selection...

17/3,K/55 (Item 22 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

03117228 SUPPLIER NUMBER: 04660718 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Non-foods adds to Rainbow's pot of gold. (Rainbow Foods warehouse stores)
Snyder, Glenn
Progressive Grocer, v66, p83(5)
Jan, 1987
ISSN: 0033-0787 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 2926 LINE COUNT: 00227

... President Applebaum and Non-Foods Area Manager Ben Varholdt, designed the non-foods setup and **merchandising**.

The **multiple** facings used in the store **offer** many advantages, Strand says. The spread-out products are easy for customers to shop because ...a 12-foot section (with standard plastic bowls and drinkware on the lower shelves), the **products rank** near the very top in GM turnover. A smaller 8-foot section does well in...

17/3,K/56 (Item 23 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

02327664 SUPPLIER NUMBER: 03698750 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Focus on general merchandise. (special supplement, section two)
Supermarket News, v35, pS4(20)
March 25, 1985
ISSN: 0039-5803 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 21742 LINE COUNT: 01715

... additional product ordered. Alpha Beta sponsored a half-price sale for three days on best- **selling** paperbacks. Another promotion featured 10 floor displays, one for each best seller, at the front of the store. Books were **offered** at discount prices. Promotional costs, Hoenig said, were offset by additional sales.

Paperbacks and hardcover 10-store operation based in Commerce, Calif., stationery **ranks** as the most important general **merchandise** department, observed Terry DeSpain, general merchandise manager. "The department is in the top five as...service."

To help retailers promote Zoecon products, the company offers cooperative advertising and price-refund **offers**. Hamilton said Zoecon was the first to initiate a rebate **offer**, which encourages retailers to carry the company's **products**.

Another pet supply area that is often overlooked by retailers is the wild birdseed category. Wagner...

17/3,K/57 (Item 24 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

02036891 SUPPLIER NUMBER: 03226042 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The latest way to foil the phone monopoly. (bypassing local phone services)
Flax, Steven
Fortune, v109, p108(4)
April 16, 1984
ISSN: 0015-8259 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 2677 LINE COUNT: 00215

17/3,K/58 (Item 1 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

01881064

Pillsbury may face more turmoil
Advertising Age March 7, 1988 p. 78
ISSN: 0001-8899

... spending in 1988. Analysts speculate Pillsbury may be the target of a hostile takeover by **another** food **products** company. Pillsbury has lost its lead in the \$1.1 bil baking mix **product** market, **ranking** third behind General Mills' Betty Crocker and Procter & Gamble's Duncan Hines product lines. Pillsbury...

17/3,K/59 (Item 1 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

02045842 SUPPLIER NUMBER: 19210914 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Network backup. (four storage-management products reviewed) (includes related articles on Editors' Choice, Suitability to Task ratings, benchmark tests, Stac's Replica, tape drives) (The 1997 Utility Guide) (Software Review) (Cover Story) (Evaluation)

Rigney, Steve
PC Magazine, v16, n7, p187(7)
April 8, 1997

DOCUMENT TYPE: Cover Story Evaluation ISSN: 0888-8507 LANGUAGE:
English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 5151 LINE COUNT: 00418

... its software for OS/2 Warp Server, though Cheyenne and Seagate sell standalone OS/2 **backup products**, and each vendor in this roundup **offers** an OS/2 client backup agent.

If you've got a multiserver environment, you'll...major hardware failure or retrieving vital data that a user has accidentally deleted. All the **products** turned in good **scores** on our Restore test, searching through the directory structure of the whole data set to...

17/3,K/60 (Item 2 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

01534666 SUPPLIER NUMBER: 12460064 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Windows program launchers blast off. (Software Review) (overview of 10 evaluations of Microsoft Windows program-launching utilities) (includes related article on best buys) (Evaluation)

Finnie, J. Scot
PC-Computing, v5, n9, p261(10)
Sept, 1992

DOCUMENT TYPE: Evaluation ISSN: 0899-1847 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 2007 LINE COUNT: 00160

ABSTRACT: Ten application-launching utilities for Microsoft Windows are reviewed. The **products** either **replace** or enhance the Windows Program Manager shell; some are very sophisticated, **offering** such features as

customizable toolbars and menus. User-interface design and ease of use should...

... interface, program-launching features, customizing options, ease of use, documentation, and overall value. We also **scored** the **products** according to a 20-point checklist, which took into account the editors' ratings, several key...

17/3,K/61 (Item 3 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

(c) 2003 The Gale Group. All rts. reserv.

01286691 SUPPLIER NUMBER: 07282565 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Top 10 bank software companies.

Landis, Ken

Computers in Banking, v6, n1, p20(14)

Jan, 1989

ISSN: 0742-6496 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 11594 LINE COUNT: 00930

... software engineering (CASE) tools. The new architecture will provide the hooks needed to implement DB2, **offer** DL/1 for **transaction** processing, as well as continue to support VSAM data file structures.

The company's affiliate...

CAPTIONS: The software top ten: **rank** vs. **product** focus. (graph);

Patric J. Jerge. (portrait); Jack Spradley. (portrait)

17/3,K/62 (Item 4 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

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01184113 SUPPLIER NUMBER: 05213406

Printers top peripheral at mid-size businesses; despite low penetration, modems are on the move. (includes related article on modem sales in summer 1987)

Computer & Software News, v5, n36, p44(1)

Sept 7, 1987

ISSN: 0745-5291 LANGUAGE: ENGLISH RECORD TYPE: ABSTRACT

...ABSTRACT: in equipment medium-sized businesses. Printers are also the highest priority on the list of **additional equipment** to be purchased by most medium-sized businesses. Disk drives are second in installed base size, but third on the list of **additional equipment** purchases. Monitors, which **rank** third in installed base, are second on the additions list. Modems have the smallest installed...

Set	Items	Description
S1	0	AU=(MUELLER R? OR MUELLER, R?)
S2	7014421	PRODUCT? ? OR GOODS OR WARES
S3	10205673	EQUIPMENT OR MERCHANDI? OR ITEM? ? OR PART? ?
S4	6473004	BUYING OR BUY? ? OR SELL? ? OR SELLING OR TRANSACT? OR TRADING OR TRADE? ? SALE? ?
S5	248803	(S3 OR S2)(1N)(SUPPLEMENT? OR ALTERNAT? OR REPLACE? OR BACKUP OR BACK()UP OR SECONDARY OR ANOTHER OR ADDITIONAL OR MULTIPL? OR SPARE? OR UPGRADE? OR COMPLIMENT?)
S6	1802288	RANK? OR SCORE? OR SCORING
S7	6021519	OFFER? OR TENDER?
S8	25171	S5(S)S4
S9	39330	S6(5N)(S2 OR S3)
S10	19	S9(30N)S8
S11	18216	S5(20N)S7
S12	70	S11 AND S9
S13	667	S6(15N)S5
S14	146	S13(S)(S4 OR S7)
S15	215	S10 OR S12 OR S14
S16	27	S15 NOT PY>1997
S17	26	RD (unique items)

? show file

File 20:Dialog Global Reporter 1997-2003/Nov 12

(c) 2003 The Dialog Corp.

File 476:Financial Times Fulltext 1982-2003/Nov 12

(c) 2003 Financial Times Ltd

File 610:Business Wire 1999-2003/Nov 12

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File 613:PR Newswire 1999-2003/Nov 12

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File 624:McGraw-Hill Publications 1985-2003/Nov 11

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File 634:San Jose Mercury Jun 1985-2003/Nov 09

(c) 2003 San Jose Mercury News

File 810:Business Wire 1986-1999/Feb 28

(c) 1999 Business Wire

File 813:PR Newswire 1987-1999/Apr 30

(c) 1999 PR Newswire Association Inc

17/3,K/1 (Item 1 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

01321830 (USE FORMAT 7 OR 9 FOR FULLTEXT)
PRICED TO SELL: Dale Gillespie has been dubbed a bottom-feeder and a vulture, but names don't bother the founder of Liquidation World. Sure he profits from other companies' misfortunes, but sometimes he's doing as much as anybody can to help them out of a jam
SYDNEY SHARPE
FINANCIAL POST, p54
September 01, 1997
JOURNAL CODE: FFP LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 1504

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... chair with a somewhat inconvenient bolt protruding, a Robert Bateman print on the wall and **scores** of other **items** . It's all bankruptcy and liquidation merchandise-the very stuff that made Gillespie rich as...

... at this store, but he'll check another store. The customer hesitates and Gillespie immediately **offers another item** .

When Gillespie was growing up in Edmonton, he worked in one of the now-defunct...

17/3,K/2 (Item 1 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2003 Financial Times Ltd. All rts. reserv.

0006064998 BOBGHCNAEJFT
The Week Ahead
Financial Times, P 19
Monday, July 8, 1991
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
Word Count: 1,388

Difficult **trading** conditions were eased by increased sales ahead of the VAT rise and by enhanced profitability...

...town stores. One of the key questions will be about the trend in sales of **goods** to **replace** ageing televisions or white **goods** .

The **Rank** Organisation leisure group is expected on Thursday to report pre-tax profits for the six...

17/3,K/3 (Item 2 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2003 Financial Times Ltd. All rts. reserv.

0006064857 BOBGIBTADDDFT
EC credit gives Algerian government a vote of confidence: Guarantee of Pounds 350m could not have come at a more critical time for the beleaguered leadership
FRANCIS GHILES
Financial Times, P 3
Tuesday, July 9, 1991
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

Word Count: 974

...Employers, suffering the loss of about half of the dinar's value against its leading **trading** partners in the past year and from confused rules on foreign trade, are finding it ever more difficult to **buy** raw materials and **spare parts**. The **ranks** of the unemployed - who already account for one fifth of the working population - are being...

17/3,K/4 (Item 3 from file: 476)

DIALOG(R)File 476:Financial Times Fulltext
(c) 2003 Financial Times Ltd. All rts. reserv.

0005552289 BOAIMA2AFEFT

Photocopier market to be investigated

MICHAEL SKAPINKER

Financial Times, P 24

Thursday, September 13, 1990

DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

Word Count: 298

...the 'ink' used in the copying process, from other suppliers. But the Office of Fair **Trading** said yesterday that other manufacturers and suppliers are not bound by this requirement. The OFT...

...at least one main supplier of photocopiers is unwilling to allow other companies access to **spare parts** and manuals so that they can maintain its machines.

Since the last report, **Rank** Xerox, which is jointly owned by the Xerox Corporation of the US and the Rank...

17/3,K/5 (Item 4 from file: 476)

DIALOG(R)File 476:Financial Times Fulltext
(c) 2003 Financial Times Ltd. All rts. reserv.

0005507746 BOAEQBHAGNET

London Stock Exchange: Rank may bid for Mecca

Financial Times, P 52

Thursday, May 17, 1990

DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

Word Count: 2,127

TEXT:

...shares 17 lower at one point and pushed Mecca 6 higher to 79p in busy **trading**. Rank recovered by the close to 777p, still down a net 9, as stories circulated about a possible bid for Mecca from **another party**. Turnover in **Rank** was a respectable 2.7m shares, while that in Mecca jumped to 12m - the second...

17/3,K/6 (Item 5 from file: 476)

DIALOG(R)File 476:Financial Times Fulltext
(c) 2003 Financial Times Ltd. All rts. reserv.

0004041591 B07KJAOAD6FT

Survey of Business Sponsorship (9): Talking sponsor's language - Charities

ALLISON LOBBETT

Financial Times, P 18

Monday, November 9, 1987

DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
Word Count: 1,050

...and the company says it has proved a highly successful way of generating new business.

Another product -promotion sponsorship success was **scored** last Christmas by Dr Barnardo's and Timex which ran a press and point of...

...Beaver of Dr Barnardo's said: 'Timex wanted to involve their retailers more and we **offered** them a marketing solution.'

This example of a charity talking the sponsor's language and...

17/3,K/7 (Item 6 from file: 476)

DIALOG(R)File 476:Financial Times Fulltext
(c) 2003 Financial Times Ltd. All rts. reserv.

0004010257 B07DWA0AFSFT

The Doughty 'Professor' Returns To The Fray: Amintore Fanfani charged with restoring order to the Italian political scene

JOHN WYLES

Financial Times, P 2

Wednesday, April 22, 1987

DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
Word Count: 679

...caretaker government into an election, Italian party leaders generally accept that Mr Fanfani's stewardship **offers** some guarantee that public office will not be exploited to the benefit of one **party** or **another** during the election campaign.

This degree of trust has been earned by his performance as...

...and powerful political party.

His obvious taste for power quickly propelled him into the front **ranks** of the **party**, while his talent for scheming helped keep him there. His first premiership lasted just 12...

17/3,K/8 (Item 7 from file: 476)

DIALOG(R)File 476:Financial Times Fulltext
(c) 2003 Financial Times Ltd. All rts. reserv.

0003015960 B05DOACADOFT

Survey of Electronic Information Services (4): Determined Steps To Accommodate Corporate Demand / Comapany commercial credit searches

GORDON CRAMB

Financial Times, Section U. ED, P 19

Tuesday, April 9, 1985

DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
Word Count: 1,337

...year, has an entirely separate companies database. Both carry details of financial history, structure and **trading** activities although Dunsprint is shortly to extend its payments coverage with a credit **scoring** system drawn from information provided by suppliers of **goods** - **another** concept

pioneered in the consumer credit market.

As yet, D & B has no definite plans...

17/3,K/9 (Item 1 from file: 624)

DIALOG(R)File 624:McGraw-Hill Publications
(c) 2003 McGraw-Hill Co. Inc. All rts. reserv.

0660173

FALLEN ANGELS TO RESURRECT

Business Week May 15, 1995; Pg 110; Number 3424
Journal Code: BW ISSN: 0007-7135
Section Heading: Inside Wall Street
Word Count: 224 *Full text available in Formats 5, 7 and 9*

BYLINE:

BY GENE G. MARCIAL

TEXT:

...He sees the stock hitting 75 in a year.

The Tambrands line of feminine-protection **products**, says **Spare**, ``**ranks** very high in market share worldwide." He feels encouraged by a strong balance sheet and by a record of 47 years of steadily increasing dividends. He thinks the stock, now **trading** at 43, is also cheap--and will rise to 55 during this year.

Dun & Bradstreet...

17/3,K/10 (Item 2 from file: 624)

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0500479

NAFTA and Mexican Financial Institutions

S&P's Review of Banking and Financial Services June 9, 1993; Pg 113; Vol. 9, No. 11

Journal Code: BFS ISSN: 1051-1741
Word Count: 2,813 *Full text available in Formats 5, 7 and 9*

BYLINE:

Gonzalo Robles and Gerardo Lozano*

TEXT:

... s monetary and exchange rate policies, Mexico will not accept cross-border financial services of **another party** to NAFTA, for **transactions** that are denominated in Mexican pesos.

NAFTA will have the **rank** of a federal law in Mexico in accordance with article133 of the Mexican Constitution; therefore...

17/3,K/11 (Item 3 from file: 624)

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0498155

U. S. ARMS DOMINATE SHRINKING MARKET

Aviation Week & Space Technology July 26, 1993; Pg 59; Vol. 139, No. 4
Journal Code: AW ISSN: 0005-2175
Section Heading: Headline News
Dateline: WASHINGTON
Word Count: 1,001 *Full text available in Formats 5, 7 and 9*

BYLINE:
JOHN D. MORROCCO

TEXT:

...attempts to break into new markets have met with little success.

"Despite its efforts to **offer** advanced weapon systems at competitive prices, Russia currently suffers from concerns by potential buyers that...

... the Soviet Union, and still in prospect, may have made it an unreliable supplier of **spare parts** and support services," Grimmett said.

The Russians **scored** a major breakthrough in June, however, when Malaysia agreed to purchase 18 MiG-29s along...

17/3,K/12 (Item 4 from file: 624)
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0421984

Hurry-up defense authorization conference begins today

Aerospace Daily September 22, 1992; Pg 477; Vol. 163, No. 58

Journal Code: ASD ISSN: 0193-4546

Word Count: 707 *Full text available in Formats 5, 7 and 9*

TEXT:

...62 amendments Friday. Many of them will be dropped in conference.

Sen. John Warner (Va.), **ranking** Armed Services Republican, **offered** a proposal authorizing **additional equipment** for National Guard and Reserve forces. Warner would provide \$12 million for three P-180...

17/3,K/13 (Item 5 from file: 624)
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0025085

Seven suitors woo hydro job

Engineering News-Record December 11, 1986; Pg 44; Vol. 217, No. 24

Journal Code: ENR ISSN: 0013-807X

Section Heading: Unit Prices

Word Count: 249 *Full text available in Formats 5, 7 and 9*

TEXT:

... 4,780 cu yd of concrete, this bid item cost them the job. Morgen & Oswood **offered** the same work for \$140 per cu yd and slashed \$765,000 off the contract...

... installing the steel penstock and pipe to channel water to the new hydroelectric plant was **another expensive item** the chosen contractor **scored** on. While Fairfield charged a lump sum of \$485,200, Morgen & Oswood settled on \$416...

17/3,K/14 (Item 1 from file: 810)
DIALOG(R)File 810:Business Wire
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0776376 BW0109

COMARK COMMUNICATIONS: ACME Television and COMARK Sign DTV Transmitter Agreement

November 20, 1997

Byline: Business Editors/Communications Writers

...for both digital ATSC and analog NTSC transmitters, and will also extend a specially negotiated **offer** of DTV equipment and services.

ACME will receive preferential pricing on "turnkey" project management services, preventive maintenance services and **spare parts** .

ACME intends to acquire and/or build stations - all affiliated with The WB Television Network...

...in the arena of Digital Television (DTV). Both are members of the Thomcast organization, which **ranks** as the largest terrestrial broadcasting **product** and service organization in the world.

CONTACT: COMARK Communications Inc.
Mark Aitken, director of Marketing...

17/3,K/15 (Item 2 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0606264 BW1419

HYPERION 2: Hyperion completes accounting solution on Sybase, targets year end for completion of Oracle-based suite; achieves key accounting market objectives

July 22, 1996

Byline: Business Editors/Computer Industry Writers

...requirements. In the five months spanning April through August, Hyperion will have made eight new **products** , **upgrades** and capabilities available -- including its exciting new on-line analytical processing (OLAP) and intranet solutions. Hyperion **Offers** Receivables, Assets

Hyperion announced the availability of its credit and receivables management, and asset management...

...invoices greater than \$5,000 that are 60 days old, companies can create an action **item** , **rank** the priority and direct the credit manager to call these customers. The system monitors and...

17/3,K/16 (Item 3 from file: 810)

DIALOG(R)File 810:Business Wire
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0544896 BW0110

Business Wire Recap

December 28, 1995

Byline: Editors

...CAERE/OFFICEMAX) (CAER) LOS GATOS, Calif.--OfficeMax Adds
Caere's OmniPage Pro 6.0 Retail **Upgrade Product** to Its Software
Offering ; OCR Joins the **Ranks** of Mainstream Software (BW0007 06:03)
(ARCHITEXT/NETSCAPE) (NTCP) MOUNTAIN VIEW, Calif.--Netscape
Adopts Excite...

17/3,K/17 (Item 4 from file: 810)
DIALOG(R)File 810:Business Wire
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0544733 BW0007

**CAERE OFFICEMAX: OfficeMax Adds Caere's OmniPage Pro 6.0 Retail Upgrade
Product to Its Software Offering ; OCR Joins the Ranks of
Mainstream Software Applications Like Word; Processors, Spreadsheets
and Games in This Office Product Retailer**

December 28, 1995

Byline: Business Editors/Computer Writers

**OfficeMax Adds Caere's OmniPage Pro 6.0 Retail Upgrade Product to Its
Software Offering ; OCR Joins the Ranks of Mainstream Software
Applications Like Word; Processors, Spreadsheets and Games in This
Office Product Retailer**

17/3,K/18 (Item 5 from file: 810)
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0518986 BW0156

**CERPLEX GROUP: The Cerplex Group named fastest growing service company in
Southern California**

September 25, 1995

Byline: Business Editors and Computer/High-Tech Writers

...LARTA) recently announced that The Cerplex
Group (NASDAQ:CPLX), the largest independent provider of electronic
parts repair and logistics services, **ranked** as the fastest growing
technology-based service company in Southern California.
According to the EDC...

...Klein, chairman and chief executive
officer of The Cerplex Group.

"Because of this we can **offer** our customers an extensive list of value-added services, including depot repair, contract services, **spare parts** programs and support services such as help desk, customer engineer training and parts logistics services...

17/3,K/19 (Item 6 from file: 810)
DIALOG(R)File 810:Business Wire
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0499695 BW1112

COMPUTER INTELLIGENCE 2: CII LAUNCHES ITS WORLD WIDE WEB "HOME PAGE" URL
address, <http://www.compint.com>

July 11, 1995

Byline: Business Editors

...industry, and a gateway to the breadth of information that CII provides. Includes actual CII **ScoreCards** -- products that track market share, industry penetration rates, competition, customer **buying** habits, brand loyalty and **product replacement** rates, and identify major purchasers. Also, thought-provoking industry comments from CII's executive vice...

17/3,K/20 (Item 7 from file: 810)
DIALOG(R)File 810:Business Wire
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0434085 BW0058

MERISEL ADOBE: Merisel to distribute Adobe's Solaris products to authorized VARs

October 04, 1994

Byline: Business Editors and Computer/High-Tech Writers

...technically sophisticated VARs. Merisel will be uniquely positioned to assist those VARs who wish to **upgrade** their **product** lines to **offer** both high-end and mid-range computing solutions for publishing pre-press and other markets...

...of the world.

Merisel offers extensive services, including education, training, marketing, technical support and third- **party** financing. In 1994, Merisel **ranked** 321 on the Forbes 500 list and was ranked first among computer firms on the...

17/3,K/21 (Item 8 from file: 810)
DIALOG(R)File 810:Business Wire
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0215678 BW653

INFOWORLD: Microsoft leads industry-wide acceptance of InfoWorld consumer protection seal, for PC products

March 4, 1991

Byline: Business Editors/Computer Writers

...higher accreditation is awarded by the InfoWorld Test Center to a select number of PC **products** that **score** at least an 8.0 in the overall evaluation category and a "satisfactory" or better...

...or better in each of a variety of testing categories. In addition, the manufacturer must **offer** buyers a 60-day refund or **replace product** guarantee.

"We are pleased to see that the industry is lining up to carry the...

17/3,K/22 (Item 1 from file: 813)
DIALOG(R)File 813:PR Newswire
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0925817 NEW027
SOFTKEY INTERNATIONAL INC. ANNOUNCES SURVEY RESULTS OF CANADIAN TAX SOFTWARE PRODUCTS ; RANKED NUMBER ONE IN UNIT SALES OF TAX SOFTWARE

DATE: March 18, 1996 10:44 EST WORD COUNT: 290

SOFTKEY INTERNATIONAL INC. ANNOUNCES SURVEY RESULTS OF CANADIAN TAX SOFTWARE PRODUCTS ; RANKED NUMBER ONE IN UNIT SALES OF TAX SOFTWARE

...SoftKey International, Inc. (Nasdaq-NNM: SKEY) today announced that one of its Canadian tax preparation **products** **ranked** first in a survey of retailers conducted between January 1, 1996 and January 26, 1996...

...home user in the education, lifestyle, reference and productivity categories in North America and distributes **additional products** internationally. SoftKey's product **offerings** include popular titles such as Calendar Creator Plus(TM), BodyWorks(TM) 4.0, Reader Rabbit...

17/3,K/23 (Item 2 from file: 813)
DIALOG(R)File 813:PR Newswire
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0899393 NYM023
NAPRELAN, ONCE-A-DAY FORMULATION OF NAPROXEN CLEARED FOR MARKETING BY FDA, ELAN CORPORATION AND WYETH AYERST ANNOUNCE

DATE: January 8, 1996 06:30 EST WORD COUNT: 813

...is right for everyone. The approval of Naprelan(R) is very exciting because it adds **another product** to our well established line of NSAIDs and allows us to **offer** more options for physicians and patients suffering from the chronic pain of arthritis. The spectrum...

...central nervous system drugs, anti-inflammatory agents, vaccines, infant

nutritionals and generic pharmaceuticals.

American Home **Products** Corporation **ranks** among the top companies in the world in sales of pharmaceuticals and health-care products...

17/3,K/24 (Item 3 from file: 813)
DIALOG(R)File 813:PR Newswire
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0873420 LA026A
REPEAT FOR GARBLE

DATE: October 23, 1995 10:14 EDT WORD COUNT: 1,734

...5.4 million for the same period of 1994.

"Among thrifts, the Bank continues to **rank** as one of the nation's top sellers of **alternative** investment **products**," said Harshfield. "Sales of these products **offer** the Bank attractive fee income opportunities and help conserve our customer base."

California Federal Bank...

17/3,K/25 (Item 4 from file: 813)
DIALOG(R)File 813:PR Newswire
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0873256 LA026
CALIFORNIA FEDERAL BANK REPORTS 1995 THIRD QUARTER RESULTS

DATE: October 23, 1995 08:01 EDT WORD COUNT: 1,756

...5.4 million for the same period of 1994.

"Among thrifts, the Bank continues to **rank** as one of the nation's top sellers of **alternative** investment **products**," said Harshfield. "Sales of these products **offer** the Bank attractive fee income opportunities and help conserve our customer base."

California Federal Bank...

17/3,K/26 (Item 5 from file: 813)
DIALOG(R)File 813:PR Newswire
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0668679 AT012
HARLAND REPORTS 44TH CONSECUTIVE YEAR OF SALES GAINS; RECORD EARNINGS PER SHARE

DATE: January 24, 1994 11:22 EST WORD COUNT: 1,272

...Economics Research, Inc. a software company based in Costa Mesa, California that provides test development, **scoring**, analysis and grade management **products** for educational, commercial and government markets. Scantron also launched a series of new products to...

...the financial industry. "The acquisition of MPI is a part of Harland's strategy to **offer additional products** and services to the retail banking market," said Woodson.

Harland is one of the nation...